

\$5.00

**CODES**  
'94 GM AA00-A999 PART 1  
page 184

July 1996  
Volume 67, No. 7

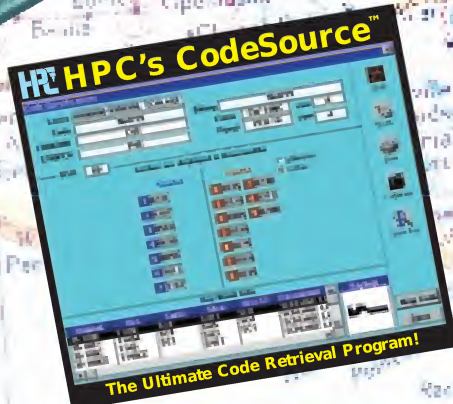
# The National Locksmith®

**Your Road  
Map To The  
Hottest New  
Products In The  
Industry!**

see page 46

The  
National  
Locksmith  
**#1** in Paid  
Circulation  
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**A LO 4  
'96**





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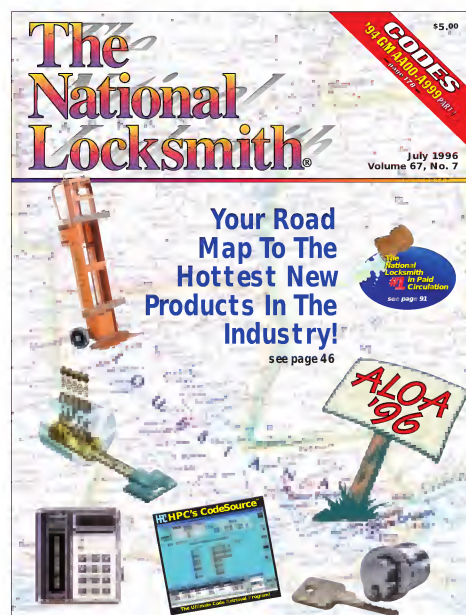
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### On The Cover

Featured is just a sampling of the new products being introduced this year. (Shown clockwise from lower right) The KeyMark by Medeco, HPC's Window based CodeSource, The Fortronics electronic lock by Fort Lock Corp., Mul-T-Lock's patented keying system and an old stand-by, the Lectro-Truck 3-in-1 stair climber distributed by Lockmasters. All this and much more can be seen at this year's ALOA convention in New Orleans.

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# Commentary

**L**ong-time *Beginner's Corner* columnist Gene Gentry has decided to retire and turn the column over to new contributor Jim Langston. Gene had been writing the column for some years, helping newcomers to the trade learn to save time and make more money in their chosen profession. I want to thank Gene very much for his many useful and interesting columns, and to welcome Jim aboard.

**W**hile on magazine related business, let me remind you that Dave McOmie's new *Penetration Party* book is now in stock, and to my eye it is one of the best books he has ever written. It covers a huge range of safes from the normal stuff through high security labels. What's new about this book is the level of detail Dave gives you on the openings, telling you all the drill points as usual, but also walking you through the entire opening. Don't be the last locksmith on your block to get the new McOmie safe opening book! See page 122

**I** received an e-mail from a locksmith using our Insta Card Program which allows you to easily make cards for your 1200CM right on your own computer and printer. Herschel Nada writes: "I wanted to let others know that Insta Card does a fantastic job for making try-out keys. Using a service manual for the codes for try-out keys using the A, B and 2 cuts for the ten cut GM doors worked great. The program allows the use of alpha-numeric characters in the depth display position, so the cuts can be made without guess work or conversion. Thanks for a good program." See page 189.

**I**n the April issue, we ran an article on IC core, and we should have given a thank you to A.J. Hoffman for allowing us to use his method of illustrating the pin stacks. Thanks A.J.!

**B**efore you know it, we will be working on the December Directory issue of *The National Locksmith*. Once in a while, we hear from an association or company which was not listed in last year's Directory. Some of you even sent in the information for this year's issue. However, if you were not listed in last year's issue, we need you to fax us your information again to 708-837-1210 as soon as possible. Be sure to mention that it is for the 1997 Locksmith Directory.

**A**s a final note, you might think about joining *The National Locksmith's* free e-mail list. Probably the best reason is that the locksmiths on our mailing list have been answering technical questions for each other and helping to source hard to find products and services.

All you need is a computer and a modem. From a computer store, purchase "Internet In A Box" or a similar software package. You'll find the cost to be rather inexpensive, and you get e-mail, and full Internet capability including access to the Worldwide Web. When you're online, send me an e-mail to natlock@aol.com and join the fun, and get all the technical help you need!



**Marc Goldberg**  
Editor/Publisher

**There's lots  
happening at  
The  
National  
Locksmith**

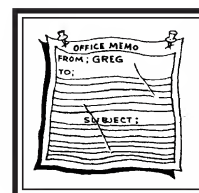
*Marc Goldberg*

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Receive locksmith info by E-Mail.  
Write us at: NATLOCK@aol.com



# Mango's Message



Greg Mango  
Managing Editor

## Under Siege

Lace up your combat boots. Strap on your Web gear. Grab an M 16 and man your battle stations. This industry is under siege and you're on the front line. Unfortunately, while you're huddled in a foxhole standing your ground behind an M 16, the opponent is nestled in the cockpit of an F 114 fighter jet dropping Napalm. The number of casualties is not known at this time, but the estimated potential fatalities, could be high.

One of the greatest threats to face this industry is being enforced by the "Texas Board Of Private Investigators and Private Security Agencies" ( The Texas licensing body for the Alarm Systems Companies, among others. )

Recently, John Arnold, CML owner of Key Express Locksmith in Carrollton, Texas, received the letter reprinted below:

The definition of an Alarm Systems Company under Article 4413(29bb) V.A.C.S., reads as follows:

**"Alarm systems company"** means any person that sells, installs, services, monitors, or responds to burglar alarm signal devices, detection devices, burglar alarms, robbery alarms, television cameras, still cameras, or any other electrical, mechanical, or electronic device used: (A) to prevent or detect burglary, theft, robbery, shoplifting,, pilferage, shrinkage, or other losses of that type;

A **"Detection device"** means an electronic device used as a part of a burglar or holdup alarm including any control, communications, motion detector, door or window switch, sound detector, vibration detector, light beam, pressure mat, wiring, or similar device; or any electronic device used to limit access by persons into building structures or gate compounds, including any control communications, motion detector, door or window switch, card or proximity readers, push-button keypad entry, gate entry device, door exit buttons, or similar device.

In layman's terms, you as a locksmith operating in Texas are prohibited by law to service or install any alarm

**TEXAS BOARD OF PRIVATE INVESTIGATORS AND PRIVATE SECURITY AGENCIES**  
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FAX NO. 512-452-2307  
March 15, 1996

**CERTIFIED MAIL: Z449 773 117**  
**RETURN RECEIPT REQUESTED**

Arnold's Key Express  
2519 N. Josey Lane  
Carrollton, Tx 75006  
Re: Case No. D5-9606578

To whom it may concern:  
This Agency has received information that you may have engaged in the business of, or performed services as, an Investigations Company, Alarm Systems Company, Armored Car Company, Courier Company, Guard Company, or Guard Dog Company, and/ or offered your services in such capacities in a business activity required to be licensed by Article 4413(29bb), V.A.C.S.

Please refer to the attached definitions of Article 4413(29bb) V.A.C.S., as amended by the 72nd Texas Legislature, to explain what type of activities are considered as constituting the various categories of companies listed in the preceding paragraph.

Engaging in the business of, or performing services, or offering your services in such capacities without first obtaining a License, could result in your being charged with a Class A Misdemeanor, punishable by one (1) year confinement and/ or a \$4000.00 fine except that the offense is a felony of the third degree if you have previously been convicted of an offense under this Act and the offense consisted of failing to hold a registration, certificate, license, or commission required by the Act. Such activity could also be grounds for denial of a license in the future.

If you have any questions, please call (817) 640-8021, or contact the Dallas-Fort Worth Enforcement Office of the Texas Board of Private Investigators and Private Security Agencies at the Arlington address above.

Very truly yours,  
RYAN FINCH  
Board Investigator

RF: kah  
Attachment  
cc: G.T. Shodrock, Supervising Investigator

Continued on page 10



**Continued from page 10**

components, electronic device or push button lock - even if the lock is not tied into an alarm system - to any door, commercial or residential, unless you possess an Alarm License.

Why Mr. Arnold received this letter by the Texas Board Of Private Investigators And Private Security Agencies is not certain at this time. Mr. Arnold was operating his business of 15 years as usual, all the while providing electronic lock and access control security services. He speculates that he may have stepped on the toes of an Alarm Company which filed a complaint with the Texas Board Of Private Investigators And Private Security Agencies provoking such action. That is however, only speculative.

After receiving information about the letter sent to Mr. Arnold, Howard Johnsen, president of the Hans Johnsen Company, a wholesale distributor in Dallas Texas, presented a number of hypothetical scenarios to the Texas Board Of Private Investigators And Private Security Agencies, to determine which situations would require an Alarm Licensed individual to service. A partial list of questions follows. The responded answers by the Texas Board Of Private Investigators And Private Security Agencies will surprise you.

**Q.** My company's facility, which I own, is monitored by ADT for both burglary and fire prevention. During the working hours we would like to limit the access to our building through some doors to our employees only. We would like to hire a company such as a locksmith to put in an electronic push-button lock to limit access during working hours. This would not have anything to do with the alarm which is off during working hours except for the sprinkler monitoring system. The electronic push-button lock which we would like installed would not have any tie-in to the alarm system. Can we hire a locksmith ( non-alarm licensed ) to install this unit?

**A.** Involves limiting access as part of an alarm system and will require a license.

**Q.** The same circumstances as the first, but instead of using an electronic push-button lock we will use a mechanical push-button lock to open the door.

**A.** Involves limiting access as part of an alarm system and will require a license.

**Q.** The same circumstances as the first, except that I would control access to the door with a knob lock and issue keys to my employees to gain access to the door.

**A.** Circumstances as named in the previous question would not require a license.

**Q.** The same circumstances as the first, except that I would put a lock which is accessed by a card and is a stand alone system that operates on batteries.

**A.** Involves limiting access as part of an alarm system and will require a license.

**Q.** Company number two would not have an alarm system in place, but wishes to control access to the building and wants to install an electric push-button access system on the door coming into the building. We would call a locksmith to install this unit and obviously since we do not have an alarm system, it could not work as part of a burglary or hold-up system.

**A.** Circumstances in the previous question is different as there is no alarm system involved, but installing the units requires a license for the locksmith.

The potential impact of the action taken by the Texas Board Of Private Investigators and Private Security Agencies in the state of Texas, could have a devastating effect to not only the locksmith, but locksmith distributors as well. Enforcement of the rules under Article 4413 (29bb), V.A.C.S. will limit the services you can legally provide, which in turn will reduce the number of products distributors will sell.

If you don't think this occurrence in Texas effects you because you don't live there, don't fool yourself. If the Texas Board Of Private Investigators and Private Security Agencies is successful in enforcing Article 4413 (29bb) V.A.C.S., and limits the locksmiths ability in Texas to operate — unless they possess an Alarm License — I can assure you it will spread like the plague. Unless of course, a superior strategic warfare strategy is implemented now!

This brings us to the question of how do we defend against such attacks, and who is behind this legislation in the first place? What should our strategy and tactics be to fend off any future threats?

One possible means of defense would be to apply for an Alarm License! The real question however, would be is it even feasible? If it is, who can apply for an Alarm License? What are the requirements? And how much will it cost?

Next month I will discuss these issues, plus how to stop these laws from passing in the first place!



J U L Y 1 9 9 6

# Letters

*The National Locksmith* is interested in your view. We do reserve the right to edit for clarity and length.

## Nothing To Fear

Referring to your most recent, April, Commentary, locksmiths who provide good service have little to fear from Home Depot.

We needn't worry about those folks who are hired as "locksmiths" for employment in a Home Depot store. They end up doing many other non-locksmith things and are frequently rotated to other departments. They don't learn much to begin with and they do not stay proficient. I have, on several occasions, heard a plaintive wail from the guy at the key machine, "Hey page Bubba for me, I can't get this thing to work." They are little more than key cutters. The secret of success in the face of any competitor, is not price, but service. A single person business that provides on time, expert service can successfully compete against a giant company where, no matter how efficient the giant is, things fall through the cracks and don't get done.

Don't fear a Home Depot, out service it.  
*Richard Formica  
Florida*

## Future Forecast Prediction

Extinction. Webster's New World Dictionary defines this word by: "A putting out of or being put out of" as in business I will refer to in this case. Locksmiths all around the country will become very familiar with this word when referring to their business future.

Locksmithing as a professional business is dying. Very few industries operate as haphazardly as the locksmiths in the U.S. do, and survive. You may disagree. And if you do, that is your option. I will only point to the success of the large retailers, do-it-yourself public attitude, and frugal economy that is winning out over the vast knowledge and expertise possessed by the locksmiths in general.

As I said, the business is dying, not the skilled technician. Resistance to change, regulation, licensing, public relations, and the always present greed, will be, and is the down-fall of so many locksmith businesses.

Locksmiths are quick to forget that consumers call them not because they want to, but because they have to. Once called, most locksmiths are blinded by \$\$\$\$ signs. They know the customer is in a virtually helpless situation, or else why would they call? Maybe they were expecting to pay a fair price for a service they would rather have a professional complete. Or maybe they wanted to give their money to someone who had to actually work for a living. In either case, the service provided should be the same every time. Courteous, professional, complete, and most importantly, the customer should feel satisfied that they received fair service from a true professional.



Companies large enough to support and excel as a locksmith business are becoming more aware of the ease and cost efficiency of; in-house training, tool purchasing, and locksmith supply distributors that will virtually sell to anyone, even the public! This attitude is propagated by the lack of return customer service by most locksmiths.

Distributors in the locksmith industry are rivaling for the top spot and top dollar. In this quest they may forget the "little guy" or any guy all together. Unfortunately, most locksmiths are the "little guy." By far the biggest advantage the distributors offer most locksmiths are credit terms and quick shopping of products not stocked by the locksmith.

There are 14,811 locksmith businesses in the U.S. over 95% have only one to four employees. The other 5% are big enough to qualify for distributor pricing straight from the manufacturers. If your business falls into the top 5%, congratulations! But if you are in the 95%, you are the distributors most important customer.

The point to all this rhetorical

**The National Locksmith**  
**1533 Burgundy Parkway**  
**Streamwood, IL 60107**  
**Attn: Editor**



## Continued from page 12

information is: if your distributor is not providing you with professional business tools like: 800 WATS line, same day shipping, free shipping on larger orders, technical support, manufacturers phone numbers, or the best service your money can buy, then switch!! That's right. Switch. Loyalty is not a familiar word to distributor's. Profit margin, manufacturers' perks or spiffs for most units sold, and quantity NOT quality are their language. You may be surprised to learn that many locksmith distributors will sell to anyone with a telephone.

Manufacturers are concerned with one thing and one thing only, VOLUME. Volume of product sold is how manufacturers make money to stay in business. And with more product sold, they can bring bigger and better products to market for the public to purchase and use. And also for the locksmith to sell, install, and service.

Locksmiths complain that they can buy product for less in the large retailer, than they can buy from their distributor (or even direct). Manufacturers court their largest customers. And at current sales levels, locksmiths are not included in that category. Locksmiths, to put it simply, are generally not concerned with selling. Servicing is their specialty. Combine that with resistance to change, and you have a business that will soon only have a tool box for inventory. If a locksmith complains that a manufacturer will not support him, ask yourself "do you support the manufacturer?"

Locksmiths in general are usually easy going people with a good work ethic and inclined to help others they share common interest with. Most recognize that there is good profit margins in car openings, safe service, and access control. And by far, emergency work is favored by most. What most fail to ask themselves regarding their service is; are they really operating professionally.

Waking at 3 in the morning to open a car door does not automatically allow a professional to charge double or triple because they are out-of-bed. As this industry adjusts to home centers, do-it-yourself public attitude, cheap foreign products, licensing and regulation, a need for standard pricing, organization, and professionalism, it will be engaging

to see how the locksmith of tomorrow turns out.

As a sales representative, novice locksmith, service technician, and finally a manufacturer of a good solid made-in-the-USA product, I honestly believe that locally owned locksmiths will eventually be replaced with some sort of chain or franchised locksmith service. The true business professionals will continue to grow and prosper and eventually "gobble-up" any business the small independent locksmith had. Locksmiths will always be needed, but the locksmith the public will support, will be the professional.

I can remember when there was a copy and print store on every corner. Much like the local locksmiths in my area now. But as with everything, change is upon us, and now I go to Kinko's, a national copy center chain. That's because when I enter, no matter which location, I am always greeted with professionalism, good service, and standard pricing. How long do you think it will take before a "Mr. Big Locks" comes along. Or better yet, Home-Depot will offer a nation wide 800 number for lock servicing and installations? Think about it.

**Editors Note: I am sorry the individual that sent this letter did not sign his or her name. I'm sure if this individual is a sales representative, it was left unsigned to save ones stature within the industry. If you read between the lines, it is quite obvious that the person responsible feels quite passionately about the industry and its future. We do not agree with all the statements, but there are some interesting points to ponder and discuss here. Some sensitive matters are presented that is sure to smack someone right between the eyes. I would very much like to know how you feel about the issues presented in this letter. Do you agree? Or do you disagree? What's your opinion? I know you have one, so send your responses to my attention at The National Locksmith. Greg Mango, Managing Editor.**

## Pick Pocket

I have recently purchased a tubular pickset from "Custom Security Products Mfg., Inc." in Simi Valley, California. Upon receiving my new tool, I noticed that all the fingers of the pick were bent and unusable as though it had already been used. Immediately we called

John LaMell who made the initial call to us offering the "great deal" on this item. He sent a U.P.S. pickup and sent another one in its place. Sure enough, the new one was no better than the first.

It's been 3 weeks and over 10 phone calls to John LaMell, but he's failed to return any of our calls. The secretary Marsha has told us that she has given him the messages but he's failed to respond to date. Although I haven't given up on this matter yet, I did learn a lesson from it. If only I had purchased it from one of my regular distributors who guarantee the products they represent or had a chance to test it at one of the shows, then there wouldn't have been a problem. Another lesson learned!

John Casey  
Massachusetts

## Who Can You Trust

When I first started in the locksmith profession, I attended a class given by HPC. I won a tubular pick. The locksmith next to me and my pick disappeared at the break.

I attended a Simplex class. The instructor was dismayed to lose his cabinet lock from the front table.

I attended a Medeco class where the instructor offered a reward for the return of his MEDECO license plate.

At a factory tour, a locksmith pocketed a lock as we passed by. Upon confrontation, he put it back and hasn't been to a meeting since.

During a GM class, where only people I knew were present, two tools being sold at cost to the locksmith were stolen.

I attended the GPLA Trade Show two years ago. At a meeting the next morning, it was reported that six major items had walked from the booths, including a mobile phone and key punch machine.

As president of Greater Chicago Locksmith Association (GCLA,) I've had many calls from consumers asking if "so and so locksmith" is a member of our association? They want to tell "someone" about the harm caused to them by a locksmith.

This doesn't even take into account the Illinois locksmiths who are criminals and still doing business as usual that we told the legislators about.

Continued on page 16



Continued from page 14

Stop patting yourselves on the back and telling yourselves how wonderful we all are, because there are wolves in with the sheep. While licensing might not be the most popular way to start weeding them out, it is a way to identify the locksmiths with fingerprinting and background checks. It also gives us the right to revoke a license when we find the rotten apples. And, if they have a license to lose, maybe they'll keep their hands in their pockets!

No it's not a perfect solution, but it is the only way to set a standard for the locksmiths whose business is the security of others. Locksmiths should be honest to a fault! The fact is, there are those around us who are not. There are those who will open anything for anyone for a buck!

If everyone drove like I do, there would be no need for speed limits. If every locksmith was as conscientious as those writing to the editors saying they are, we wouldn't need licensing. The fact is the only way to address our problems in this industry is to implement a set of rules that all must follow or risk penalty and expulsion from the trade.

It will be the job of every one of us

conscientious locksmith and the associations to make licensing work, so it is not just another fee to be paid.

Kathy A Zaniolo, CPL.  
Illinois

## Reality Check

It can be amusing to hear accounts of unrealistic expectation to locksmith prices by customers. I thought of this after a couple of calls I received on a Sunday morning. The first call came from the police to make a service call to a local laundry mat.

When I arrived, I was met by two police officers who led me to a soda pop vending machine. What was unusual was that a teenager was kneeling in front of it. As I approached I saw that the kid had his entire arm stuck up the chute. He had been trying to reach up the machine and steal a pop.

I had to open the machine to allow his arm to be freed. Talk about being caught red-handed.

On the second call, a tourist had locked his keys in the trunk of his GM car. He was 15 miles away from my shop (one way) so I obtained some information on type of vehicle and location. Just as I was about to hang up the phone to head out he asked, "this isn't going to cost more than \$5.00 is it?"

Being in a good mood, I had some fun discussing what he thought this service was worth. Customers who think that locksmiths should be paid less than Burger King workers sometimes irritates me. However, situations like these are amusing for one reason—"LEVERAGE."

What's he going to do? He needs you more than you need him. If you give a fair price you will get the job, even if you have to gently bring the customer back to reality. I

quoted a price ten-fold his expectations and headed out. After arriving on the job site, I removed the glove box lock to progress a key for the trunk when the customer yelled out "I FOUND THEM!"

His keys were sitting on the rear seat. All locksmiths know what the customer is thinking at this point: "I wonder if there is any charge since I found my keys?" Yep, its time to gently lead the customer out of his delusions again.

Mike Spencer  
Ontario, Canada

## Happy Birthday, Bear!

Greg Mango and I met at a locksmith shop by the name of Fuller's Alamo Safe & Lock in San Antonio, Texas in the year of 1982. After a kiss under the mistletoe around Christmas time, I knew I was hooked and as the popular saying goes, the rest is history.

I recently read through back issues of the Locksmith Ledger and the SAVTA magazines dating back through 1990, 1991 and 1992. I quickly turned to Greg's safe stories and re-read each one. I laughed, I cried and I learned something about safe opening techniques. I love his style of writing because his stories hit "home." They are real, honest and sometimes touching. How Many of us identified with Greg when he wrote of hearing that familiar chirp from a beeper at the end of a long day and didn't know whether to laugh or cry? Greg took us through his experiences from opening a variety of safes in a variety of situations, and now he is lending his talents and expertise to the National Locksmith magazine. Even though you are not writing safe articles anymore, I still enjoy your editorials (especially your last one when you said I was prettier than Sophia Loren — I can only wish, but keep the comparisons coming!)

I have been privileged to have shared the last 14 years of my life with Greg and have ridden "shotgun" in many a service van living his safe & lock adventures with him and what a ride it has been!

So Gregory, A.K.A. Bear, here's to you and I wish you the best of everything as you begin your 41st year of life!

All My Love,  
Rachel

TNL



***It's your  
reputation.***

***Trust the  
original.***

[Click here for more information](#)





**GENERAL SECURITY**  
**Test Article #127**

# "Flexcore"

## Arrow's New Best-style IC Lock



by  
**Sal Dulcamaro,**  
CML

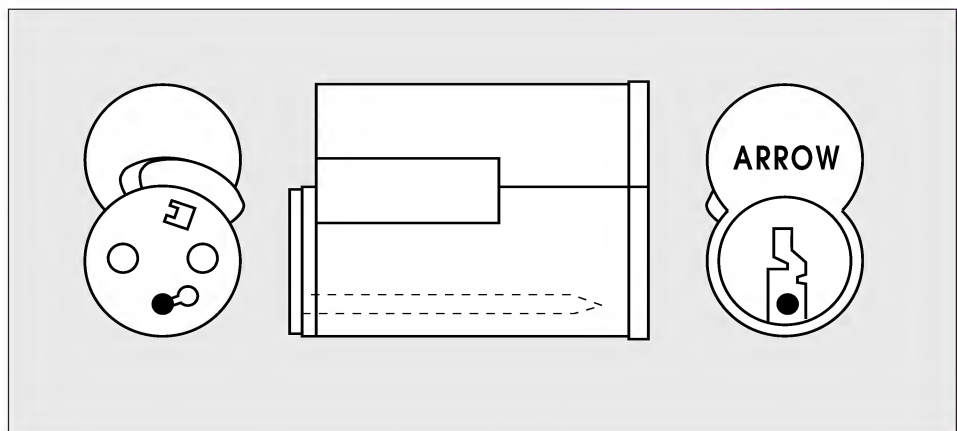
**A**rrow has the newest entry for a Best compatible patented key control IC cylinder. It is called "Flexcore." The name implies flexibility, and as Arrow would contend, that is what it provides. It is designed for both high and low key restriction requirements within the same system. At the same time it can utilize standard IC pins and key cutting equipment.

### **Flexcore - How It Works**

The diagram in *Illustration 1*, illustrates how the Flexcore IC cylinder is constructed. Displayed from left to right are the back, side and front views. For many years, Arrow has been manufacturing Best compatible IC cylinders and accessories. The Flexcore cylinder is similar, with some very specific patented design changes.

Flexcore is a dual system. The basic core is tied to the less restricted key. By adding parts, a cam pin and washer, that key is locked out and only the more restricted key will enter the keyway. It is ultimately convertible (back and forth) by the removal or installation of the cam pin and washer parts.

**O**n the left side of *Illustration 1*, is the back view of the core with the cam pin and washer installed. The washer is a very thin part that fits at the back end of the core. The cam pin fits into the washer, and the two parts (when connected to each other) fit into the back of the core. The cam pin extends from the back to nearly the front of the core. The dash lines in the



**Illustration 1. Construction of the new Arrow Flexcore IC lock cylinder.**



**1. A six pin Flexcore IC cylinder.**



**2. The cam pin and washer assembly being removed.**

side view (middle of *Illustration 1*) shows the pin positioned at the bottom of the keyway and running most of the length from back to front. The front view (right side of *Illustration 1*) shows the free floating pin in the middle (and near the bottom) of the keyway.

### **Flexcore Flexibility**

In the beginning Flexcore will be introduced with seven different keyways, with others to be added later. All the cores will be available in both six and seven pin versions. A six pin Flexcore IC cylinder is shown in *Photograph 1*. To the left of the core

**Continued on page 20**

*Continued from page 18*

are the operating and control keys.

Looking at the tip end view of the key, you can see the patented feature. A hole is drilled into the end of the key in line with the location of the cam pin which runs the length of the core at the bottom of the keyway. When the key is inserted into the keyway, the pin fits into the hole and slides in as the key is fully inserted. The hole in the end of the key extends far enough to allow full insertion of the key around the obstruction of the cam pin.



**3. The cam pin and washer assembly being removed.**

**T**he Flexcore is in the higher level of key restriction when the cam pin and washer assembly are attached. *Photograph 2*, shows a rear view of a Flexcore with the cam and pin attached. The brass colored washer can be seen at the back of the core. The cam pin and washer assembly are being removed in *Photograph 3*. With the parts completely removed in *Photograph 4*, you can see the hole in the back of the core (near the bottom of the keyway) where the cam pin is inserted. There is also a small cutout in the back surface of the core to mate with a



**4. You can see the hole in the back of the core (near the bottom of the keyway).**

protrusion on the washer. That protrusion on the washer helps to keep the cam pin and washer assembly from coming off.



**5. The wide end of the slot where the cam pin slides to interlock with the washer.**

If you look at the cam pin and washer assembly in *Photograph 5*, you will see the wide end of the slot where the cam pin slides to interlock with the washer. The two parts have been separated in *Photograph 6*. Notice the narrow channel cut around the circumference of the pin near the top. That is where it connects into the slot in the washer. *Photograph 7* is a different view of the cam pin and washer reconnected.



**6. Notice the narrow channel cut around the circumference of the pin near the top.**

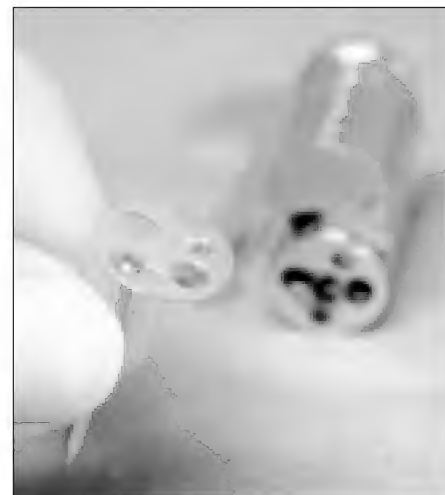
#### **Servicing Flexcore**

Flexcore is designed to be serviced just about like any other Best style IC cylinder. The pin stacks and other pinning rules apply just the same. The

primary difference between Flexcore and other Best compatible systems is key control.

There are different levels of key control created by removing or installing the cam pin and washer attachment. The cam pin keeps any key but the highest level restricted key from going into the lock. Except for the restrictions on the key blanks themselves, ordinary key cutting equipment can be used to generate keys.

**B**esides the standard Best style pins, there will also be pick resistant pins available for use in Flexcore IC cylinders. As mentioned earlier, pinning rules that pertain to every other Best style IC lock also



**7. Another view of the cam pin and washer reconnected.**

apply to Flexcore. Capping procedures for the pin chambers should remain unchanged, however, minor adjustments may be required for unloading pin chambers. The cam pin (when installed) would block the path of an ejector punch that might be used to empty the chambers. Removal of the cam pin and washer assembly would be required before using an ejector punch with a Flexcore IC cylinder.

The washer thickness is fairly minute, but (with some housings) special tail pieces of modified length must be used in conjunction with the Flexcore cylinder when the cam pin and washer assembly is attached. When it isn't attached, the Flexcore cylinder functions like any other Best compatible core. For additional information about Flexcore, contact Arrow at: 800/ 221-6529. In NY: 718/ 257-4700. FAX: 718/ 649-9097.

**INL**





**AUTOMOTIVE SECURITY**  
**Test Article #128**



# The 10 minute 1996 Dodge Caravan



by  
**Michael Hyde**

**B**y now, some of you think I make a commission off of each EEZ-Reader sold. I have written other articles about this type of tool in the past. Let me guarantee that I do not make anything off this tool. Not one penny (wish I did.) What I am trying to do is educate you about making keys to cars in the most efficient and productive way possible. It makes good business sense to get the job done as fast as possible so you can get to the next call sooner. We are in business to make money, are we not? You can not spend hours on a car and be making money, unless you are well paid for each one of those hours!

The 1996 Dodge Caravan is one of the all-time top sellers in its class (*Photograph 1.*) Lets go down the line and see what our options are to make a key when no codes are available:



**1. The 1996 Dodge Caravan.**

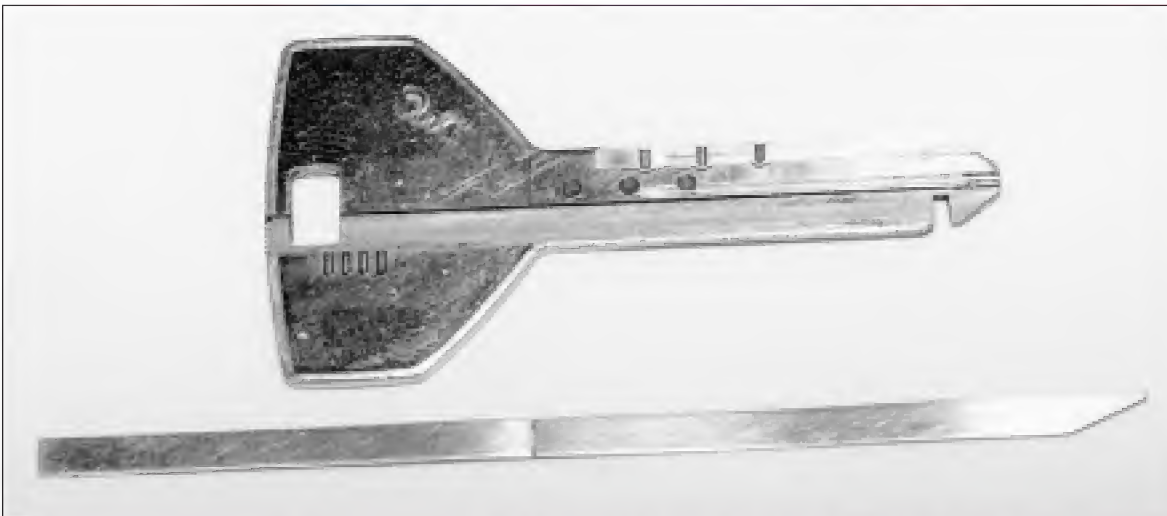
## **1). Impressioning:**

Have you seen some of the tumblers that are being used in locks today? When you leave a brand new car after impressioning a key to it, are you absolutely sure that you didn't tweak any tumblers during the process? After making a key to the car, do you then code out a key to give to the customer? Shouldn't the owner

of a brand new car have a key made to factory specs?

## **2). Removal Of Door Lock:**

Taking out the door lock is a time-consuming process. Some new door panels slide up and then off. Almost all of them have those "hidden screws." How long does it take to remove a door lock from a 1996 Dodge Caravan, decode the lock, and then re-install



**2. Line up the mark on the slide with the corresponding depth mark on the key-tool to obtain your tumbler depth.**

everything. There is a lot of wiring in the doors. What are you charging to do this?

### 3). Drilling:

Drilling what? You're not going to drill out the ignition on this van, just because they don't have a key, are you? I have seen it done just to "get the customer on the road." Any type of work done on the steering column of a car or truck is serious business. The

column and lock had better be just like the dealer or factory would have done it or you could be charged with criminal negligence, and be liable for all damages and attorney fees. You think I'm kidding? A locksmith in my area did what some of us would call a "hack job" and the steering wheel locked-up on the customer who was on the freeway. This was after the "locksmith" got the customer on the

key blank. The other is a slide-tool made from a flat spring steel.

The key tool is milled to fit with the slide tool. The tip of the key tool has a slot in it to trap each wafer individually.

The slot at the tip end is wider than the wafer. You need inward pressure on the key tool to hold the wafer snug to that side of the slot. Also, inward

road. Remember there is always a right way and a wrong way.

### 4). EEZ-Reader:

The fastest and easiest way to make a key would be to use a tool called the "EEZ-Reader" sold by H.E. Mitchell Co. In the following article I will show you how.

The EEZ-Reader is designed in two parts. One part is the key tool made from a particular



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**3. Insert the tool and reading the depths indications.**

pressure will help hold the wafer in place for a touch stop while using the slide tool to determine the depth of that particular wafer.

To use, put the slide onto the key so the slot is covered and then insert entire unit (key & slide) into the lock. Ease the slide out to allow the wafer to

settle in the slot of the key tool. You may want to move the key tool around a little bit to insure that the wafer is in the slot completely.

Apply and hold moderate inward pressure on the key tool. Hold the slide tool with your fingertips lightly and insert the slide tool in until it just touches the wafer. You will feel a distinct stop, but if you press too hard, you will raise the wafer. Line up the mark on the slide with the corresponding depth mark on the key-tool to obtain your tumbler depth (See photograph 2.)

I have enlisted the help of Robert Johnston (from Johnston Lock) to assist in demonstrating this tool. Robert has inserted the tool and is now reading the depths (See photograph 3.)

The actual reading of the tumblers in the door lock (See photograph 4.)

Robert read the depths for even spaced tumblers in positions 6 - 4 - 2, while holding the tool facing the front of the van. Remember, you are reading the depths from the back of the lock to the front (tip to bow.) Since this is a double sided lock, you then need to remove the tool and inserted it back into the lock with the tool facing the rear of the van. Then read the depths for the odd spaced tumblers in positions 7 - 5 - 3 - 1.

The cuts are then combined to make a key, remember the cuts are decoded from the tip to the bow. On a 1996 Caravan all the cuts necessary for a complete key are found in the door locks.

Once the cuts are assembled, a key can



**4. The actual reading of the tumblers in the door lock.**

**Continued on page 30**

Continued from page 28



5. Once the cuts are assembled, a key can then be cut using the tool of your choice.

## DODGE CARAVAN

**Code Series:**  
**L0001-3580**

### Key Blank:

Ilco P1795,  
Ilco EZ Y159 / Silca  
CY24

### Reed Codes:

11-05-016

### HPC 1200CM #:

X60, CX60

### M.A.C.S.:

2

### First cut:

.849 (from tip)

### FRAMON:

Use Ford 5 pin clip  
and set for first cut  
@ .052

### Cut to Cut:

.092

### Depths:

1=.340, 2=.315,  
3=.290, 4=.265



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6. A new operating key is quickly and easily produced.

then be cut using the tool of your choice (Photograph 5.)

The new working key is being inserted into the van (See photograph 6.)

It is easy to make keys to 1990 & up Chrysler products using the EEZ-Reader. You could easily do several cars an hour using this tool. We did

not need to unlock the van to make the key, everything was done from outside the van. Why would you want to pull an ignition lock or door panel to make a first key when you can do it the EEZ way.

For more information on the EEZ-Reader call H.E. Mitchell at: (503) 236-9444.







**ELECTRONIC SECURITY**  
**Test Article #129**

# "MAGGIE"

## The Simplifier for Electronic Locks

by David E. McMaster

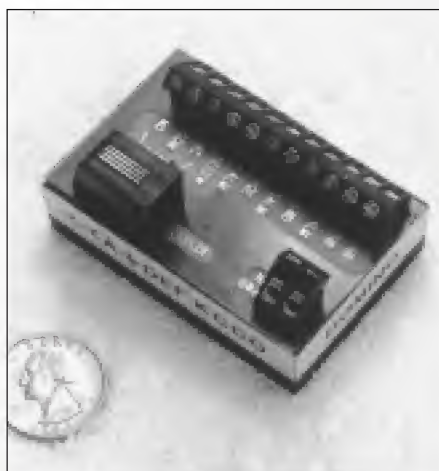
**M**any of us are somewhat intimidated by the 'invasion' of our industry by electronics. Those of us who want to get into this high-growth area are sometimes reluctant to take the initiative and learn about these new products. One of these electronic products that is growing in popularity is the magnetic lock. These locks are rapidly becoming the solution of choice for many access control situations. But many of us have yet to take the plunge.

The magnetic lock is an electromagnet that clings to a metal plate on the door and holds it locked with magnetism. If we turn off the power (usually 12V or 24V D.C.) it lets go, and the door can be opened. Don't underestimate their holding power, even the small ones take a 600 lb. force to break the magnetism. The larger ones take 2000 lb. and more.

### Why Use Magnetic Locks?

The latest configuration for magnetic locks is to use them for "delayed egress." Imagine a situation, say a nursing home, where there are emergency exits that must be left unlocked. Yet these same exits represent a danger to those occupants who may 'stray' out these doors and get confused and/or lost.

Another use is in retail stores, where use of emergency exits is common for thieves diving out the back door with their contraband. Installation of these items is a



**1. Maggie by Domino Engineering is about 1-3/4 by 2-1/2 by 1-1/2 inches.**

**Providing a central point  
for wiring and controlling  
any magnetic lock. The  
Maggie provides all the  
timing and interfaces,  
yet simplifies installation.**

fast-growing and lucrative area of our business.

### How it Works

When the user pushes the exit bar, the door does not open immediately. First, a siren, buzzer, or other notification device is activated for usually, 15 seconds. Then the door is released. During the 15 seconds delay, supervisory attention can be gained.

Since this delay might be a hazard during a real emergency, there usually must be a means to release the door immediately during fire alarms and such (Local codes set these conditions, and you must conform to those codes. Get a copy from the local Fire Marshall's office). In addition, there is often a need to allow selected persons to use the door without the delay or alarm.

There's a new product which can reduce the job of wiring everything together to several easy steps. It's called the "Maggie" Magnetic Lock Controller, offered by Domino Engineering. It provides a central point for wiring and controlling any magnetic lock. It is inexpensive enough to use on a basic installation, yet it is capable and flexible enough to use on a full-featured job. It provides all the timing and interfaces, yet simplifies installation.

Physically, the unit is a small 'block' with terminals which is about 1-3/4 by 2-1/2 by 1-1/2 inches and is equipped with double-stick tape for



mounting on the back of a blank cover plate, then attached to a standard outlet box. It could also be hidden in a wall or above a drop ceiling (Photograph 1.)

The scheme is to run the power the Maggie (the 12 or 24VDC used for the lock,) then run any switches (like the exit bar) to it as well, and it takes care of the control and timing. Maggie organizes the job for you, acting as a focal point for wiring up the switch(es) and magnet to provide what the customer wants.

Let me stress those last four words, *what the customer wants*. That's the first step (as outlined in the instructions) in your job. Clearly understand what the customer wants this door to do. Does he need some people (employees) to enter/ exit through the door with as little fuss as possible? If so, he may want some sort of authorized exit, like a keyswitch or keypad, or push-button, to open the door with no delay or buzzer. Does the building have a fire alarm system? Local codes usually require that the door be released immediately during fire alarms. Does he want a siren or a buzzer, or a light, to act as the signal during the delay? All these questions must be answered before starting your installation. You need not worry about how to provide all these features; they will fall into place with the Maggie.

## Putting it Together

Take a look at *Figure 1*. You can see the components which consist of the power supply, the magnet, and the controller. You can also see that the Maggie is the central point where all the wiring comes together. All the wiring, by the way, is low voltage, so it is usually exempt from high-voltage electrical codes. Again, this varies locally. First, all the parts are mounted. The power supply is typically mounted in an equipment room, or above the ceiling if codes permit. Power is typically 12VDC at less than 1 amp. These are available from many manufacturers. The Maggie draws only a fraction of the current used by the magnet, so the type of magnet will determine the power requirements. We run a pair of wires from this to the Maggie. This would normally be somewhere on the wall or in the same equipment area as the power supply.

Then we run a pair of wires from the magnet to the Maggie, a pair from

the exit bar switch, and a pair from the jamb switch, all to the Maggie. Our installation will use a keyswitch for employees to exit, so we mount the keyswitch near the door, and run that pair of wires to the Maggie. We will use a buzzer as an alarm, so we mount the buzzer at a central reception desk and run that pair of wires to the Maggie.

We won't discuss here how the magnet and exit bar are mounted; that's covered in their respective instructions.

## Connecting it Up

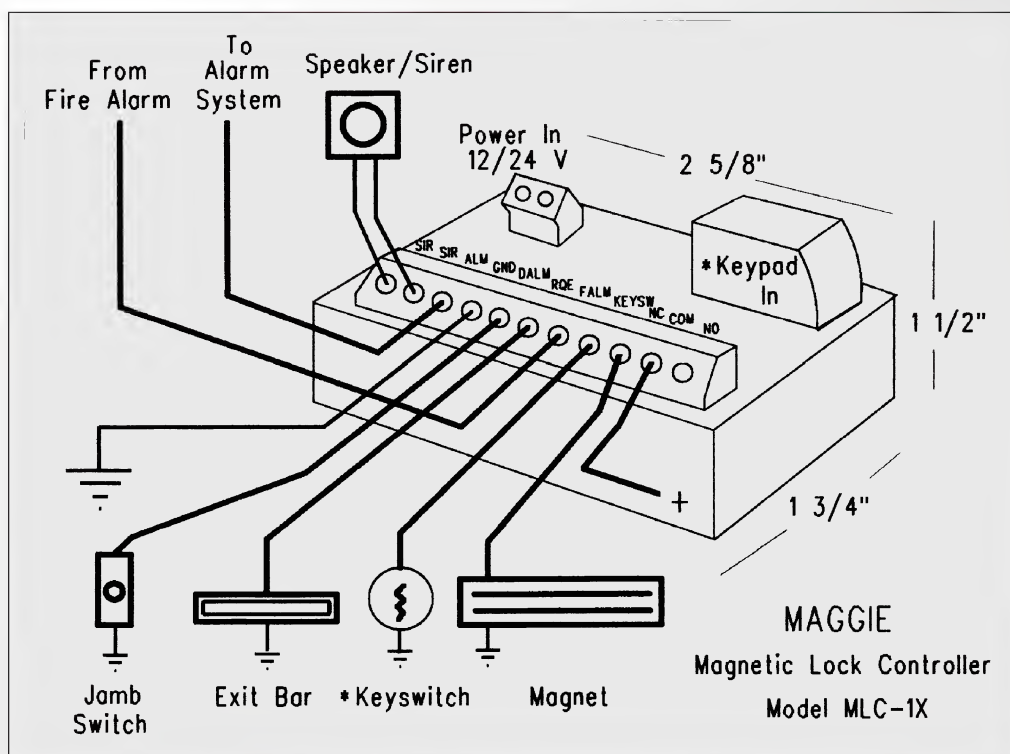
First, to reduce the number of wires we need to deal with, we tie a few together as a common 'ground': One each from the magnet, the exit bar, and the keyswitch, are tied together, and we treat these as a single wire from that point on. This connects to the 'ground' terminal on the Maggie. Then we connect the remaining keyswitch wire to the 'KEYSW' terminal, the jamb switch wire to the 'DALM' (door alarm) terminal, and the exit bar to the 'RQE'



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**Figure 1. Maggie is the central point where all the wiring comes together.**

(request-to-exit) terminal. Connect the buzzer pair to the "SIR" terminals, and we're nearly done. This takes care of all but the remaining magnet wire. This attaches to the "NC" (normally

closed) terminal on the Maggie. Then we add a short wire from the "COM" (common) terminal to the "+" power terminal of the Maggie, and that's it! The Maggie will take care of the

sensing, magnet control, and timing functions. *Photograph 2*, shows a wired-in Maggie, ready to slip into its outlet box.

## Test The Features

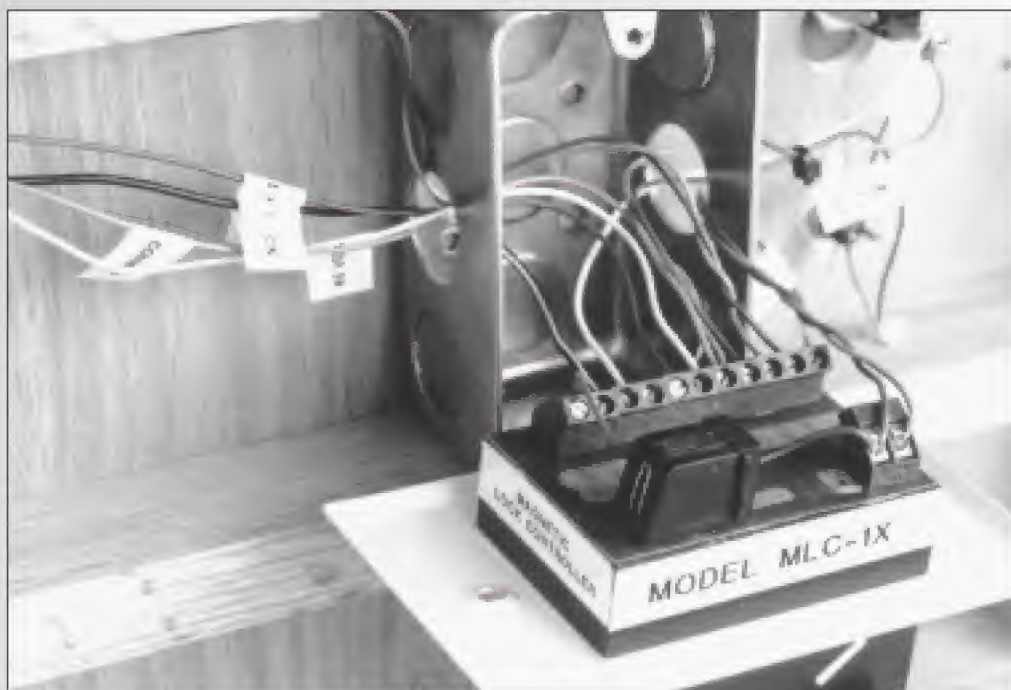
First, recheck all the connections, then apply power. The magnet should be 'on', and the door secured. When the exit bar is pushed for less than two seconds, the buzzer sounds, but if the bar is released, everything returns to normal. This is called 'nuisance timing', and is done to prevent false alarms if the door is accidentally bumped. After two seconds, the alarm will sound, continuing even if the bar is released, but the door will remain locked for another 13 seconds. Then the Maggie turns off the magnet, releasing the door. Once the door is released, the keyswitch or push-button must be activated to shut off the buzzer/siren and relock the door. This sequence of events is usually required by the safety code.

For authorized access, operating the keyswitch will unlock the door, allowing exit immediately with no



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**2. A wired-in Maggie, ready to slip into its outlet box.**

alarm. It remains unlocked for 5 seconds after the keyswitch is returned to 'on', providing time for the user to open the door. If a push-button is used, pushing it unlocks the door for 5 seconds. If the keyswitch is left in the 'off' position, the lock releases

immediately anytime (and only if) the exit bar is pushed. This allows the door to be used freely for exit, but still locks it from the outside. If the keyswitch is turned off-on-off within two seconds, the door is unlocked from both directions (the magnet is

always off). Very clever. This gives the customer the option to use the door freely during the day, then secure it at night, for example.

**T**he jamb switch connection allows the Maggie to provide two more features. If the door is left open for more than 30 seconds after being unlocked for any reason, the alarm/ buzzer will sound, unless the keyswitch has the unit turned off. Also, if the door is forced open with the magnet still energized, the alarm, in this case our buzzer, will sound. If we want a siren instead of a buzzer, we need only connect a speaker to the "SIR" terminals, and the Maggie will generate a loud, wailing tone, it has a siren driver built in.

All these features are provided automatically, merely by connecting up the wire pairs we showed in the diagram. The Maggie contains a microprocessor that does all the sensing, timing, and control. Its internal relay will handle up to 5 amps for the magnet. Domino also makes a slick little 20-code keypad that plugs right into the Maggie. It's lighted, weatherproof, and programmable.



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When the keypad is used for exit, no alarm sounds. For the more sophisticated installer, there is a special programming keypad that allows the installer to change and/or add features in the Maggie itself. Features can be customized, timing changed, etc., though most installation needs will be met with the as-shipped Maggie. We would be hard put to imagine a situation where this unit could not be made to provide the necessary features and control. In some areas, timing cannot be legally changed "in the field", so the units can be ordered with non-changeable timing if desired.

### Summary

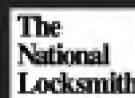
The Maggie organizes, simplifies, and provides any or all features, from the basic "buzz-me-in" door to the totally controlled and monitored access situation. Any locksmith with basic electrical skills should be able to set up a magnetic lock controlled door. The Maggie sells for significantly less than \$100 at distributors, or call Domino at 1-800-736-6466 for more information.

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# BEGINNER'S CORNER

## Making Keys for GM Locks



by  
**Jim  
Langston**

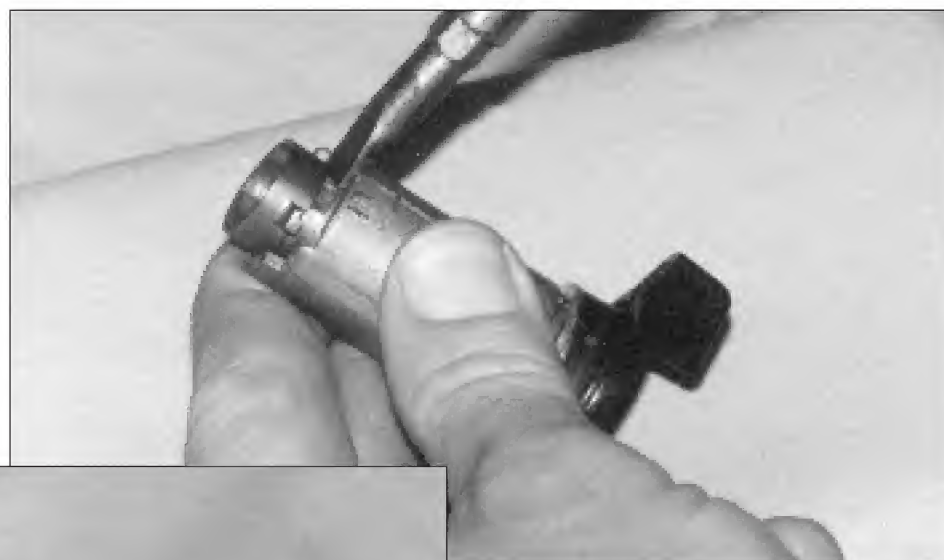
**T**oday, I will show you how to make keys for two different ignition locks, the 1428 and the 1426 General Motors ignition locks. Don't throw away these locks just because you cannot find a code on them. You can make a key for them. The 1428 lock is for 1979 and up GM models cars. This is shown on the left in *Photograph 1*. The 1426 is for 1978 and earlier models shown on the right in *Photograph 1*.

**While many may just toss those old GM locks away that did not have a code number stamped on them because they are fairly inexpensive to replace, here is a way to salvage those old GM ignition locks to resell for big profits.**

The first thing you must do to make a key for the 1428 lock is to take the tail piece off the back of the lock. Take a screw driver and work it around the tail piece as in *Photograph 2*. Place the screwdriver on one side and then the other side and pry up a little at a time until the tail piece comes off.



**1. The GM 1428 ignition lock is on the left and the 1426 is on the right.**



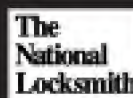
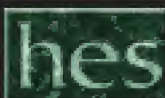
**2. Take a screwdriver and work it around the tail piece.**



**3. Punch the retainer out of the side of the lock case.**

**W**ith the tailpiece off, you must then punch the retainer out of the side of the lock case as seen in *Photograph 3*. Use a small punch or a stiff piece of spring wire. Once the retainer is out of the lock case, you may then proceed to take the lock apart. (*Photograph 4*.)





**4. With the retainer out of the lock case, you may then proceed to take the lock apart.**

**W**ith the plug out of the housing, we can now proceed with decoding the lock. To do so, hold inward pressure on the sidebar with your finger. With pressure on the side bar, take a rake or a pick and place it in the keyway and rake it from back to front until the sidebar drops down. The lock is now picked.

Continue applying pressure to the sidebar so it remains retracted and use a decoder to decode the lock (Photograph 5.) There are several kinds of GM decoders that you can buy. GM locks are always decoded from the front of the keyway to the back. Decode each wafer, starting from the front wafer chamber to the back one.

**T**here are some rules about the codes that you need to know. GM locks have *six* cuts and *five* depths. When decoding the wafers of a factory set GM lock, all the cuts together must add up to an even number. Example: 2-3-2-3-4-4 = 18 It should never add up to an odd number. Also, you will never have a 2 and a 5 cut next to each other, and you will not have a 1 and a 4 next to each other. The MACS for GM locks is 2. As an example a lock will not be coded: 2-5-3-4-4-1. You will also never have more than *three* of the same cut in a row next to each other. For example a lock will not be coded: 2-4-3-3-3-5.



**5. Apply pressure to the sidebar so it remains retracted and use a decoder to decode the lock.**

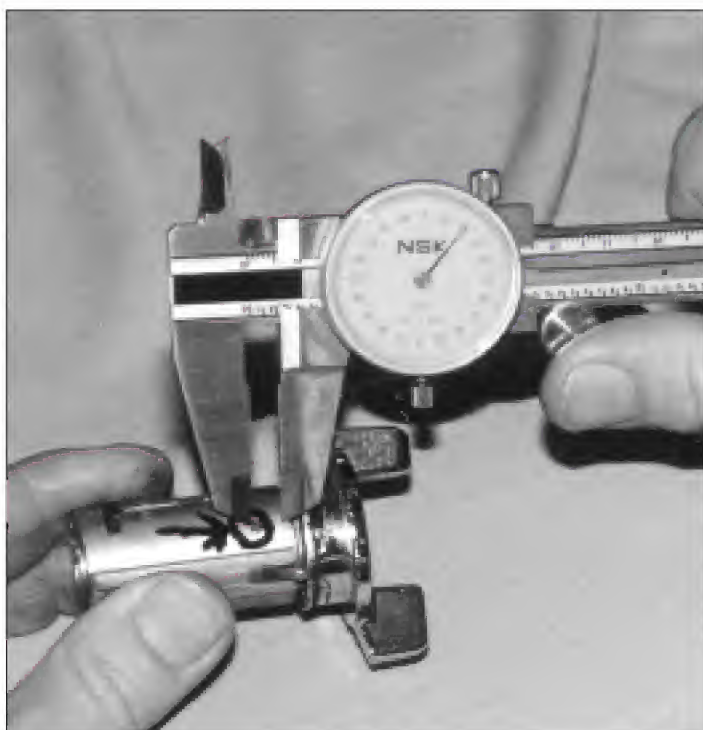


**6. Drill a small hole in the side of the lock housing in line with the sidebar.**

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**7. Measure .375 inch from the front of the housing, not the front of the face cap.**

After decoding the lock and making the key, you are ready to put the lock back together. Reassembly of the lock is very easy because the lock will only go back together one way.

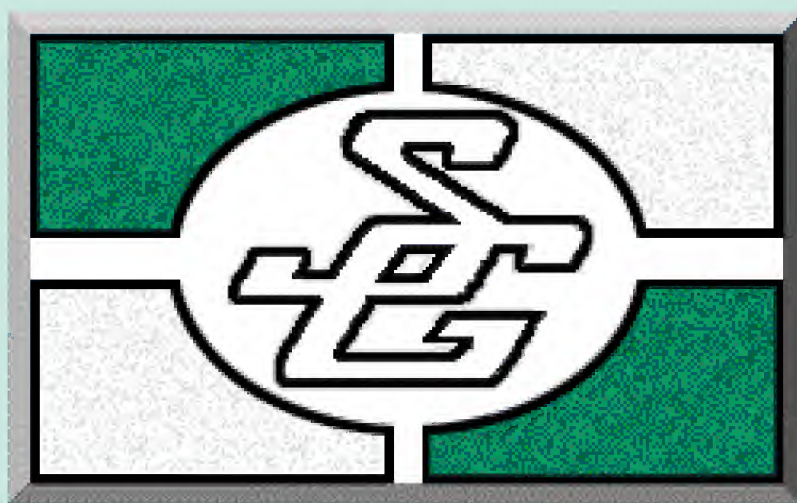
Replace the tail piece and tap with a hammer to be sure it will not come off.

On the 1426 GM lock, you will remove the tail piece in the same manner that you removed the tail



**8. Depress the brass pin at the front edge of the lock housing and turn plug approximately one-eighth inch and pull out on the plug.**

piece on the 1428. Then drill a small hole (approximately one-eighth inch or smaller) in the side of the lock housing in line with the sidebar of the lock (*Photograph 6.*)



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**9. The white buzzer actuator in the back of the plug.**



**10. Slide the knife under the spring cover and GENTLY pry up - first on one end and the other.**

Measure .375 inch from the front of the housing, not the front of the face cap (*Photograph 7.*)

Once your hole is drilled, take a wire or a probe and press in on the sidebar while rekeying the lock with

a pick. When you feel the sidebar drop, turn the lock to the accessory position (Counterclockwise) until it stops. Then take a pick and depress the brass pin at the front edge of the lock housing and turn plug

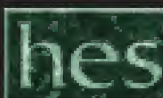


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**11. Put a new spring cover on the plug and press in on each end and stake it into place.**

approximately one-eighth inch and pull out on the plug (*Photograph 8.*)

The plug should come out of the housing. If not, then check the white buzzer actuator in the back of the plug. Make sure it is down (*Photograph 9.*) After you get the plug removed, stick a blank key in

the lock and watch the white buzzer actuator move up and down. You will never be able to put the lock back together with a key in the lock, even after you have made a key for it. The lock must go back together without a key in it.



**12. Replace the tail piece, tapping on it lightly with a hammer.**

Now you may proceed to make a key for this lock the same way that you did on the 1428 by applying pressure to the sidebar, picking the lock to retract the sidebar then decoding the lock with a decoder.

If either of these locks need to be rekeyed, use a pocket knife to remove the spring cover. Slide the knife under the spring cover and GENTLY pry up — first on one end and the other — until it comes off (*Photograph 10.*) If it does not come off by doing this, it is probably staked to tightly and you will need to take a sharp object like a knife point, and try to un stake it. If it breaks, then you must use a knife to pry the broken piece out of the lock.

Once the spring cover is removed, remove all the springs. To remove the wafers from the plug, turn the plug upside down with the wafers pointing down. With your fingers, hold outward pressure on the sidebar. Rake with a pick until the wafers fall out. You might have to tap it with a small screwdriver to get all the wafers out.

With the wafers removed, the lock can now be rekeyed. Remember, locks are always pinned from front to back. With the wafers inserted, put springs on top of the wafers and push down on the springs until all the wafers are in the bottom of its chamber. Now put a new spring cover on the plug and press in on each end and stake it into place (*Photograph 11.*)

Replace the plug in the housing without a key in it. It will go in only one way. Replace the tail piece, tapping on it lightly with a hammer (*Photograph 12.*)

That's all there is to rekeying either of these GM ignition locks. The more you do the easier it will become. So remember, don't throw away those old style GM ignition locks just because they may not have a code stamped on them. Rekey them and resell them.

**Point to Ponder:** Experience is what you get when you didn't get what you wanted.

TNL



# SHOW STOPPERS

## Access Control/ Electronic Security

### AVD-45 Voice/Pager Dialer

The AVD-45 is ideal for any situation where notification of an emergency is required. The AVD-45 operates with burglar alarms, emergency alarms and holdup buttons. It will directly notify on site security guards as well as emergency services. The AVD-45 operates with temperature, power failure, water level, or any other type of sensors. It will notify on site maintenance personnel or any responsible person.



### Cansec Systems Ltd's Smartlock Advantage Standalone Access



This standalone system is a self contained, portably programmed access control system designed for use with Cansec's high

security Mag-stripe cards. Each Advantage Reader is equipped with outputs to control an electric strike or maglock and to control a door operator. A shunt output is also available for integration with an alarm system. Voiding and validating cards and setting door release and door held open times, is easily accomplished by using the portable Program Card

### Corby's 36 User Programmable Keypad



The 6000 Series Program-mable Keypad provides an array of sophisticated access control features. Operating one door (or other relay controlled device) for up to 36 people, it can be programmed, from the keypad, using a three to six digit code length. The Programmable Keypad provides up to four input conditions, supporting Request-To-Exit, a silent panic input,

and with the addition of a magnetic door contact, it will report a "door ajar" and/ or forced entry condition.

### DynaLock's New #5000 Series Product

DynaLock Corp. introduces it's new



#5025, #5500 and #5600 Series of solid state modular power supplies. The #5000 Series are available in 12 or 24VDC, providing filtered and regulated output ranging from 1 to 10 amps. Additional features include built-in charging circuit, plug-in modules for fire alarm and lock control plus a removable keylock cover, tamper switch and power cord.

### Optex New "Wireless" Drive-Up Announcer™

The "Wireless" Drive-Up Announcer, immediately alerts you that someone has driven into your driveway or making a delivery. No more surprises. The new Optex's "Wireless" Drive-Up Announcer includes the following: TN-2FE - Outdoor Transmitter with a Passive Infrared pattern





of 2 feet x 4 feet at a maximum detection range of 50 feet (requires 3 AA batteries, not included.) When a visitor or vehicle passes through this detection pattern, it then sends a radio signal up to a range of 70 feet.

### Automotive Accessories:

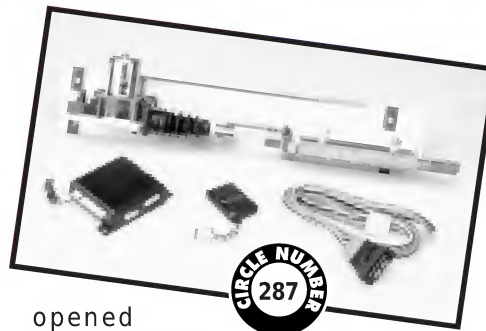
**All Lock's New SK7071 Kit For Ford 10-Bit Ignitions**



All-Lock introduces the new SK 7071 Ford 10-Bit Ignition "Kwik Kit". The SK 7071 allows one stop service on millions of fords manufactured since 1984 and equipped with 10-Bit ignitions. Why purchase five units of each part number when you can use one of the uncoded ignitions in the SK 7071 and code it with tumblers, springs, and tumbler covers also supplied in the kit? Save 80% on your parts inventory.

### Cargolock's New Security System

Cargolock is an innovative design specifically for commercial vans that carry valuable cargo. Cargolock provides a better and more convenient method for securing vehicles by using remote control deadbolt locks installed inside the rear and side doors of the van. The doors can't be



opened from outside the vehicle. The system is tailored individually for Chevrolet, Ford or Dodge vans, and is designed for simple, quick, and easy installation.

**High Tech Tools All New Model 2400 Car Opening Sets**



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*SRI and Tech Train Productions are the automotive specialists - your best source for automotive tools, manuals, and videos.*

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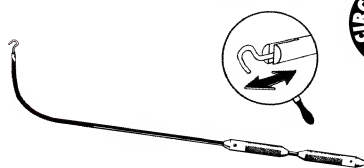


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Ultra precision designed - enabling the security professional to enter virtually any auto or truck - Including the new 96s! 28 tools; A 4 volume 1700 page encyclopedia; A 1996 trouble-shooting car opening video seminar; A set of High Tech SuperWedges and a unique Remote Access System designed to enter vehicles which might defy entry by standard methods, plus a brand new durable hard carrying case is included.

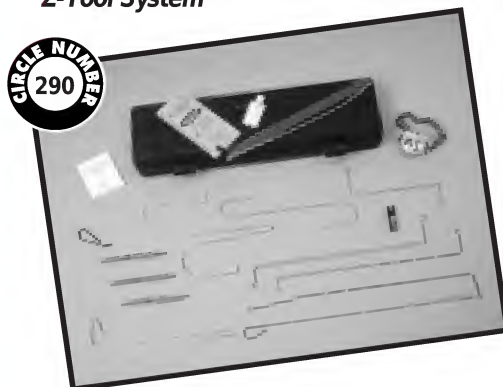
#### HPC's Clutch Car Openers



**CIRCLE NUMBER 289**

HPC's new Clutch Car Openers are unlike any others on the market! When the handle of the tool is pulled apart, the hook at the end of the tool is pulled inward, causing the tool to grip or bind the linkage rod. This new type of car entry tool will simplify the "in the door" method of vehicle entry. Two different styles are available: The Vertical Clutch for vehicles with vertical linkage and the Horizontal Clutch for vehicles with horizontal linkage.

#### Slide Lock Grand Master Z-Tool System

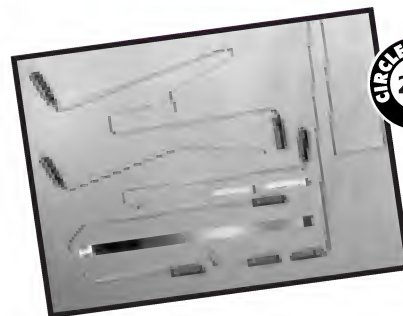


**CIRCLE NUMBER 290**

We have the answer to your automotive lockout needs! Discover how to safely and easily open all models, both foreign and domestic, from the 50's to 1996 showroom models, with our Grand Master Z-Tool System. Professional, high-quality, up-to-date and guaranteed!

#### Steck #32700 Lockout Tools

The Steck Lockout Tools have been developed over the past twenty five years and offer a complete set of tools for today's cars and light trucks. All tools are tempered steel or stainless steel to assure you of quality



**CIRCLE NUMBER 291**

at a competitive price. The instruction booklet gives instructions for each car model.

#### Strattec Security Corp. Offers PATS

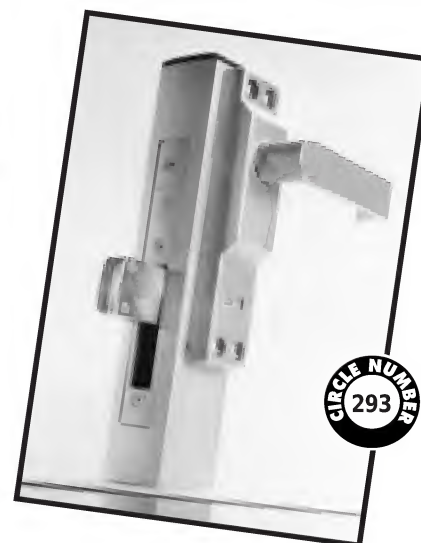


**CIRCLE NUMBER 292**

Not surprisingly, Ford's cutting-edge Passive Anti-Theft System (PATS) is still getting lots of attention. Ford introduces PATS, last year on the Taurus SHO and LS and the Mercury Sable LX. PATS uses a radio frequency transponder in the head of the key, a column-mounted antenna and the car's control module.

#### Door Hardware:

#### Adams Rite Announces ADA-Friendly "MS Lever"



**CIRCLE NUMBER 293**

Adams Rite Manufacturing Co. has introduced a unique lever that is both handicap-friendly and security-conscious. The MS Lever was designed to provide maximum

security while meeting ADA guidelines for accessibility. The MS Lever allows the deadbolt to be locked or unlocked with a minimal upward or downward pressure. The sturdy lever always returns to the horizontal position when released.

**Adams Rite's New Incentive Program**



Win great prizes for installing a great lever! With Adams Rite's new incentive program, installing the innovative MS® Lever earns you genuine MagLite Flashlight Kits. The MS® Lever operates any Adams Rite deadbolt with only three pounds of pressure. This ADA-friendly device is ideal for doors where maximum security and accessibility are desired.

**Arrow D60 Series Deadbolt**



Solid one piece housing for all door thicknesses. Concealed screws on double cylinder functions. Double thru-bolting, top to bottom and side to side. Deadbolt: 1" throw, solid steel deadbolt with hardened steel pin insert. A 1" diameter bore in the edge of door is required. Deadbolt Fronts: Wrought brass, bronze or stainless steel. 2-1/4" X 1" standard for 2-3/8" backset, 2-1/4" X 1-1/8" standard for 2-3/4" backset. Strikes: Two supplied, measuring 1-1/8" X 2-3/4", supplied with 4 screws, 2 each 3" long hardened steel and two each 3/4" wood screws.



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**Baldwin's® New IMAGES®**



**CIRCLE NUMBER**  
**296**

Solid brass keyed entry locksets easily install on pre-bored wood or metal doors. These locksets meet Grade 2 requirements for security and durability. Available in nine styles with concealed fasteners and adjustable backset latches. Choose The Lifetime Finish™ from Baldwin® or Oil Rubbed Bronze.

**Door-Aid® Power Door Opener**

**CIRCLE NUMBER**  
**297**



Economical and easy-to-install, with activating buttons on both sides of a door that allow physically disabled individuals to open a door with just a touch of a button.

**G.U. Hardware Multiple Lock Door System**



**CIRCLE NUMBER**  
**298**

There's beauty in security and nothing provides this in a more elegant way than G-U's multiple lock door hardware. Ideal for French,

Atrium type, and Entry doors, multiple lock door systems are the industry's hottest item. These systems are complimented by forged brass levers and escutcheon plates.

**Hager Companies Line Of Roton Hinges**



**CIRCLE NUMBER**  
**299**

Hager Companies' complete line of Roton continuous geared hinges now includes a number of fully concealed models. Applications range from low to high frequency doors weighing up to 600 lbs and ranging in thickness from 1" to 2" or greater. Hinges are fastened to door and frame with either self-drilling or wood screws.

**Continued on page 52**



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**Continued from page 50**  
**Harloc's New Savannah Lever**



Harloc, Inc. is showcasing its Savannah lever, which offers outstanding strength, durability, and a traditional design. Built on a newly redesigned chassis, with solid brass assemblies, the Savannah lever provides ease of use for people of all ages and is covered by a Limited Lifetime Warranty on both its function and finish.

**Kaba High Security Locks**



Announcing the addition of Corbin Russwin and Yale style removable cores to the PEAKS family of key control cylinders. Now one PEAKS patent protected key system can include conventional mortise, rim and key-in-knob cylinders, and all three styles of I-core: Best, Corbin Russwin and Yale.

**Kwikset Unveils Titan Interconnected Locks**



Kwikset Corporation announces the introduction of TITAN Interconnected Locks which provide safe, quick and easy exit because both the deadbolt and interior lockset can be

opened from the inside with a single twist of the interior knob or lever. As the latest addition to the popular TITAN line, TITAN Interconnected Locks combine the convenience of an interconnected lock with the highest level of residential security and Kwikset's unmatched value.

**Locknetics SelectEntry**



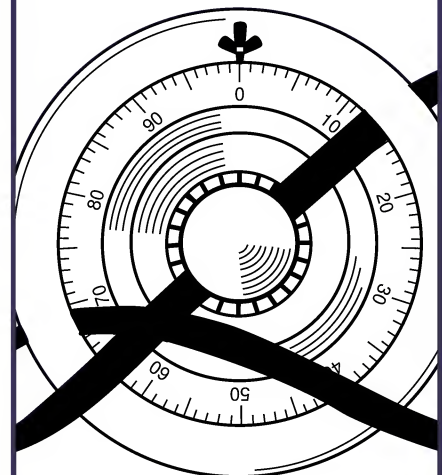
SelectEntry®, the first lockset device to consolidate the functions of a keypad and an electronic data key on a single lockset. Yet, SelectEntry's dual access cost no more than a standard keypad model. SelectEntry is



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**Manufacturing Quality**  
**since 1956**

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**Lockmasters has a**  
**44 year history of**  
**training security**  
**professionals.**



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available for a host of intelligent access devices, including Locknetics' CM 5000 Series wireless locking systems, Pentagon electromagnetic locking systems and SmartEntry 770 Series hardwired access controls.

#### **Mul-T-Lock USA Interactive Line**

Mul-T-Lock USA will introduce to the market their new "interactive" line of product. The new patented key is designed primarily to discourage unauthorized key cutting, by providing the tool for a Highly Restrictive key cutting system. The interactive key incorporates a high precision floating insert which interacts with a spring loaded pin that is built into the plug. This enables the use of two new pins (shorter than zero.) The new pins will add three new key cuts per chamber (Z1, Z0 and A0.)

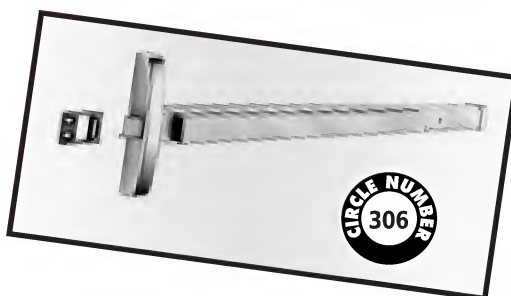
#### **NT Falcon Lock Introduces Core Which Simplifies Brand Interchangeability**

NT Falcon Lock, a Newman Tonks company, has developed a new style of interchangeable cores that have the same specifications of Best brand interchangeable cores. NT Falcon's new interchangeable cores allow



locksmiths to re-pin a Falcon or Best lock one pin chamber at a time without buying new equipment. Because Best capping tools can be used for these new NT Falcon cores, locksmiths are offered the convenience of using existing pinning and capping equipment.

#### **Precision Hardware's Narrow Stile Exit Device**



Announcing the Apex 1400 Series narrow stile exit device. Perfect for aluminum full glass doors, the Apex 1400 device may be installed on doors incorporating narrow 1 3/4" vertical stiles. Featuring security deadlatching and architectural plates finishes the Apex 1400 is available with touchbar monitoring, door position monitoring, 80db audible exit alarm, or electric latch retraction.

#### **PRESO-MATIC Keyless Locks**

Preso-Matic introduces a new residential deadbolt model for wood or steel doors. It will retrofit into existing deadbolt holes with minor alterations. Model 8109 has a black baked polyurethane finish with white numbers for hard to see areas. Features



# Major

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include universal handing; 2-3/8" backset; Hardened steel free turning bolt; Locks manually.

**Prime-Line Window & Door Security**

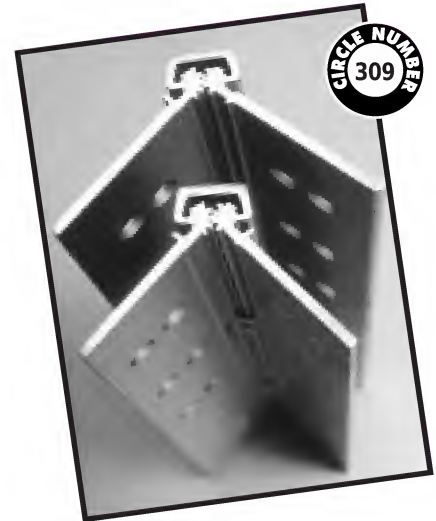


CIRCLE NUMBER  
308

Window and door replacement hardware is now available to the security specialist from Prime-Line, the replacement hardware company. Select from over 10,000 items including patio door locks, window locks, and a huge array of accessory products. Prime-Line's product selection is national in scope and can resolve problems in all regions of the country including Canada.

**Select Products Limited's Fire Rated Hinges**

Select Products Limited of Kalamazoo, MI announces a new unrestricted 45 minute fire rating on



CIRCLE NUMBER  
309

**medeco**<sup>®</sup>  
HIGH SECURITY LOCKS

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Ingenuity....  
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their continuous gear hinges for wood or steel doors for both masonry, and now drywall wall construction. The 90 minute steel door rating has also been expanded to include drywall in addition to masonry wall construction. This Warnock Hersey Intl. rating was achieved on the SL-11 and SL-24 concealed profiles which mount between the door and frame.

**Schlage's High-End Residential Mediterranean Series**

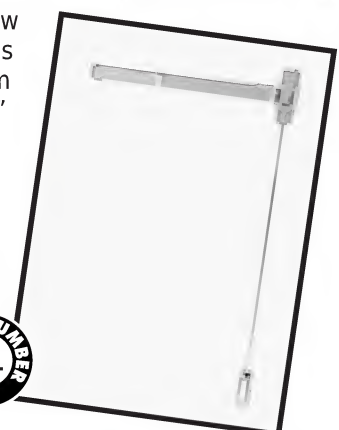
Schlage's Mediterranean Elite Entrances offer mortise door hardware for highend residential applications. Pictured is the Venice design in solid, forged brass, with Schlage's Ultima™ Lifetime Finish. The Mediterranean Elite Entrances handlesets are Schlage's first-ever residential line of decorative mortise locks.



CIRCLE NUMBER  
310

**Von Duprin's New Fire Exit Device Without Bottom Rod**

A new "Less Bottom Rod" (LBR) option for Von Duprin fire exit



CIRCLE NUMBER  
311



hardware eliminates floor strikes and reduces the installation and maintenance associated with standard vertical rod applications.

Available for pairs of hollow metal and wood doors up to 8'0" X 8'0", the fire exit hardware assembly includes a spring-loaded auxiliary latch that installs in the lower door edge. The latch is designed to release from one door leaf and engage the other door when exposed to heat during a fire.

#### **Weslock National Introduces Clear Coat Lifetime Finish**

WeslockNational, Inc. now offers Clear Coat Lifetime Finish featuring Vitrinite™, a silicon oxide-based protective coating. The glass-like layer protects the lockset finish with an impenetrable barrier against the harsh outdoor environment.

WeslockNational uses a patented, environmentally harmless process with the main by-product being water vapor.



CIRCLE NUMBER  
312

#### **Electronic Hardware**

##### **Access Sentry Door Entry Control Intercom For Businesses**

The Access Sentry provides the security and convenience of remote access control for any small businesses with a service/delivery door, like fast food restaurants and strip mall stores. The boxed set for the speaker-type system includes room station, door station, and power supply transformer which power both intercom and optional electric door strike. Easy to install, the system uses the same two wires as a doorbell.

CIRCLE NUMBER  
313

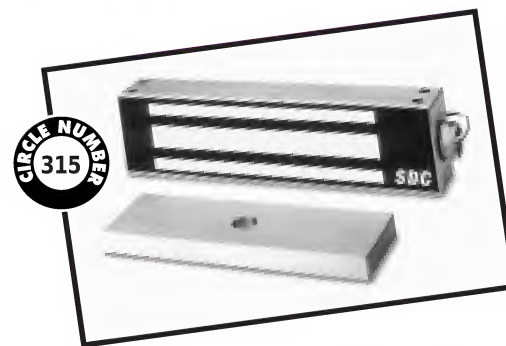
##### **NT Monarch's Delayed Egress Device**

NT Monarch Hardware, a Newman Tonks Company, has introduced a self-contained, solid state electronic

delayed egress device that solves both life safety and security problems. The new DE 18 device provides control of unauthorized exits, yet releases immediately in the event of a power failure. An essential feature of NT Monarch's DE 18 is its 15 second time delay for egress.

##### **SDC Magnetic Gate Locks Ideal For Outdoor Use**

The SDC 1575 and 1576 Series Gate Locks combine security, weather resistance, high performance and professional appearance.



CIRCLE NUMBER  
315

Surpassing 1200 pounds of direct holding power in laboratory tests, the SDC 1575 and 1576 Gate Locks are totally sealed in a stainless steel case and have a threaded pipe fitting to secure weather tight protection of the

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*National Auto Lock Service, Inc. offers a wide range of equipment and services for the Automotive Locksmith. From tools and hard to find key blanks to transponder programming, we can take the mystery out of car service. We accept credit card orders, and can ship COD. Contact us for the latest in automotive technology.*

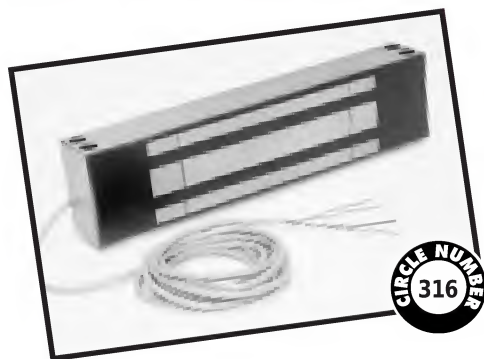
[www.laserkey.com](http://www.laserkey.com)



CIRCLE NUMBER  
314

wiring.

**Securiton Introduces New Releasing Device For Electromagnetic Locks.**



**CIRCLE NUMBER 316**

Securiton Magalock Corporation introduces the new Model TSH, Touch Sense Handle for electromagnetic lock release. The TSH complies with the "no prior knowledge or special tools" egress requirements. The simple act of grabbing or pushing on the handle releases the electromagnetic lock and signals any alarm/ access control system for door shunting. The TSH also includes a built-in redundancy switch for the ultimate in life/ safety and security.

The Securiton model 82 is designed for high security uses such as securing steel doors or large rolling gates to name a few. The Model 82 provides for a holding force greater than 1800 lbs. and is housed in a weather and vandal proof satin stainless steel case. All metal parts are plated to prevent rusting, making it at home indoors or outdoors.

**Securiton Introduces Devices To Monitor Door Latch Position.**

Securiton Magalock Corporation, introduces a line of Latch Strike



**CIRCLE NUMBER 317**

Monitors to report position of door latches. The Latch Strike Monitors are available in three versions for ANSI 2-3/4" strikes, ANSI 4-7/8" strikes and dual ANSI 4-7/8" strike with a dead bolt. The Latch Strike Monitor works with any lock with a throw up to one inch.

The SPDT 3 Amp output provides a signal to any alarm or access control system and connects to the device with colored coded wires.

**Trine EN Strikes Boast New Feature**



**CIRCLE NUMBER 318**

All EN Strikes are now fail safe, field reversible. In the Grade 1 class, only EN Strikes offer this advantage on DC voltage strikes. Features include 1" cavity depth, internal solenoid, UL tested 2000 lb. holding force plus a UL 10B class. A 3 hr. fire rating and 1034 burglar resistance locking mechanism for indoor and outdoor listings.

**United Security Products**



**CIRCLE NUMBER 319**

The new AVD-45 is ideal for any situation when notification of an emergency is required. The AVD-45 operates with burglar alarms, emergency alarms and holdup buttons. It will directly notify on site security guards as well as emergency services and other responsible parties. When you want to monitor the things you care about the most, let the AVD-45 dial your pager or car phone first, then your on site personnel, then it

will dial for medical help and backup help.

**Keys/ Supplies & Key Machines:**

**Buddy Products Hook-Style Key Cabinets**

**CIRCLE NUMBER 320**



Buddy Products introduces 15-key and 28-key hook-style cabinets, perfect for organizing keys on any size or shape key ring. Metal rim key tags are included to assist in the labeling and organization of keys. Slotted for wall mounting, secure wafer tumbler lock, 2 keys included. Made in USA of recycled textured steel in Platinum finish.

**Curtis PC+ Code Cutter**



**CIRCLE NUMBER 321**

PC+ is a completely computerized code cutter that is easy to use and cuts keys to within .001 every time. Protected by a 3-year warranty on everything from cutter wheel to new code updates. There are no extra costs!

**Gil-Ray's New Cutter Wheels**



**CIRCLE NUMBER 322**



**Continued from page 56**

Gil-Ray Tools Inc., has recently designed a new wheel to replace the standard of quality cutters for BORKEY®, RYTAN® and SILCA® key duplicating machines. They replace the standard size 80 x 5 x 16 mm cutters. These new cutters are made of premium CPM® M4 High Speed Steel. They feature a deeper/ stronger tooth design and have precision ground teeth, for longer service and accurate key duplicating.

**Keywatcher II Electronic Key Management System**

The KeyWatcher II is an electronic key management system. It provides on-demand audit trail reports of key usage, a secure environment to house keys, and access is restricted to authorized users. The system is expandable as well as card access compatible.

**MMF Hook Style Key Cabinet**

MMF Industries offers a convenient way to organize keys. Their 28-key hook style key cabinet can accommodate one or more keys on each hook. Specially designed key



tags are not required, but white oval key tags and "stick-on" printed labels are included for easy key identification. Combination lock secures cabinet door eliminating the need to carry an extra key around. Steel constructed cabinet, finished in a textured pearl powder paint.

**Silca's New Ultralites® Line Of Color Keys**



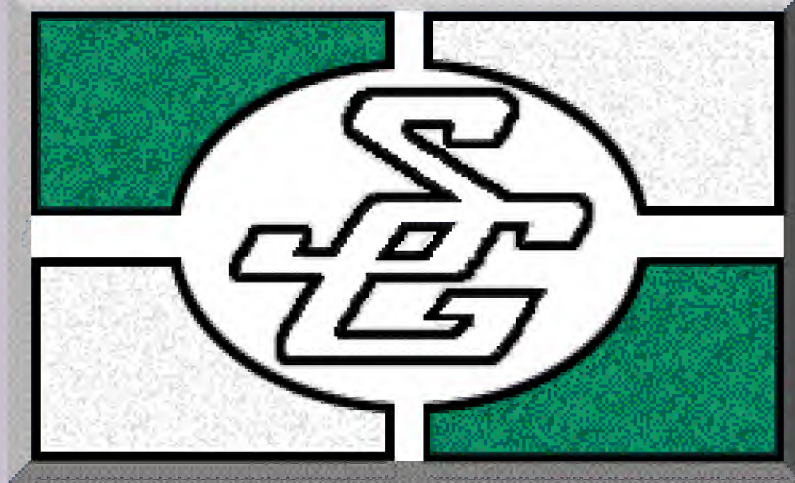
You've never seen color like this! The new alloy aluminum keys are available in five vivid and durable colors. The keys weigh 1/3 as much as brass and are stronger. Your customers will appreciate AND insist on these keys.

**Silca's Delta New Family Of Key Machines**



The new common modern design, high technology materials and many interchangeable parts means that these new key machines are real quality available at amazing prices. Delta Key Machines are available in automatic, semi automatic, manual and flat steel models.

**Continued on page 60**



**Choose S&G Comptronic  
electronic safe locks for...security...  
technology...tradition.**

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Continued from page 58

**Telkee Key Cabinet With Patented Push-Button Lock**

CIRCLE NUMBER  
327



Telkee offers a high security key cabinet which eliminates the problem of stolen or misplaced cabinet door keys. With a Simplex push-button lock capable of being programmed to any of 2200 different combinations, a Regent Simplex Key Cabinet prevents unauthorized personnel from gaining access to keys. When the need arises for a new combination, it's a quick and simple operation to reprogram the lock. No tools are required.

## Miscellaneous:

### Alarm Monitoring Services Dealer In Control Program

CIRCLE NUMBER  
328

Dealers in Control program consists of three separate programs rolled into one package. Dealers can take advantage of any or all of the programs. Dealer Access allows dealers to enter new accounts, update existing accounts, review history and even send and retrieve e-mail. With Tech Center, technicians can test alarm panels without calling the central station operators.

CIRCLE NUMBER  
329



### Midland 2-Way Portable Radio

Midland International has announced the availability of a new, full featured, value-priced, frequency-synthesized two-way FM portable radio for land mobile service. The 99-channel, VHF Model 70-148, has a frequency range from 136-174 MHz, selectable RF power outputs of 2 and 5 watts, push-button channel selection with LCD display and an internal pre-set squelch. 48 channels can be programmed for semi-duplex operation.

### Secure Self-Defense Pager Pepper Spray



CIRCLE NUMBER  
330

**SCHWAB CORP.**  
*Fire protection for your vital records.*

**Free freight!!**  
**No middle man!!**

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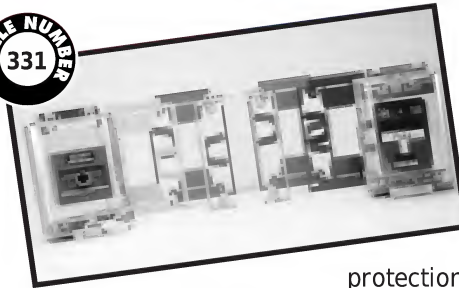
Continued on page 62



*Continued from page 60*

The Secure® Pepper Pager™ by Personal Safety Corporation is a powerful deterrent to personal attacks designed to look like a common pager. The unique pager design disguises two canisters of 10% pepper gas, twice the pepper power of ordinary self-defense sprays.

**CIRCLE NUMBER 331**



protection of smaller size devices. Named "Color Guards," they are offered in Blue, Red, Green or Yellow with custom choice of appropriate message or label.

**STI "Color Guards" Protective Covers**

STI Mini Stopper® II is now available in a selection of colors and custom labeling to fit virtually any type of application and installation for

**Tripp Lite's Under-Monitor UPS**

**CIRCLE NUMBER 332**



Tripp Lite's new TouchMaster™ slimline UPS is an under-monitor battery backup unit that provides 420VA of emergency power to connected equipment. The TouchMaster UPS also has full ISOBAR® surge and line noise filtering and up-front switches to control connected equipment. Front panel controls include a master switch to control all connected peripherals and four individual switches to provide separate control of peripherals as needed.

**Padlocks & Specialty Locks:**

**American Device Continental Series Horizontal Mailboxes**

**CIRCLE NUMBER 333**

American Device Continental Series horizontal mailboxes provide centralized mail delivery in locations not serviced by the United States Postal Service. Continental mailboxes are available in a wide variety of door sizes, finishes and compartment arrangements. Front- or rear-loading options, an integral mail collection unit and matching directories are also available. The mailboxes are constructed of high-strength aluminum components and are equipped with five-pin cylinder cam locks.

**American Lock® Introduces Industry's First Laser Engraved Padlocks**

**CIRCLE NUMBER 334**

American Lock Company now offers laser engraved padlocks. Laser engraving, direct from the factory, is a new way to permanently customize padlocks for safety lock-out applications. The new laser



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*Continued from page 62*

engraving method takes the concept of marking locks to a new level of sophistication. American Lock is capable of laser engraving padlock bodies, on all four sides, with a company's name or logo, worker's name, identification number, or special coding for instant identification.



**Chicago Lock's New ACE II Universal Function Locks**

Chicago Lock Company's original ACE II Universal Function Lock is

now conveniently packaged for display and sale by locksmiths. The new package also simplifies locksmith's field instructions. The package includes everything a locksmith needs to complete a job quickly and easily, still using original factory-quality ACE II Locks.

**Em-D-Kay Solid Brass Padlocks**



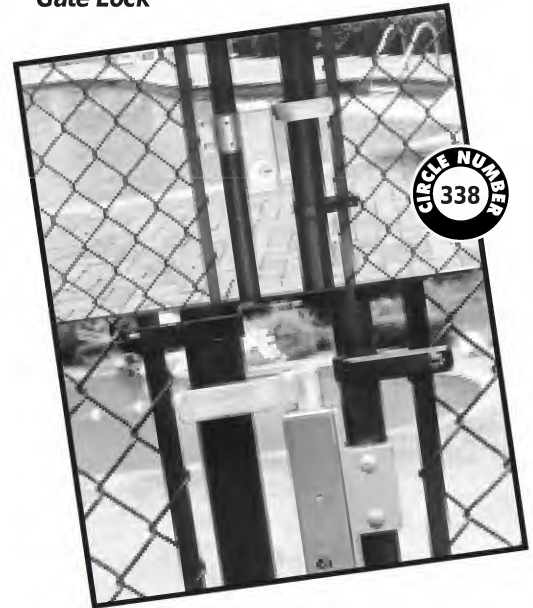
We've searched the globe to bring you the best buy in padlocks. It's Em-D-Kay brand padlocks with a Hardened Steel Shackle and the added security of a Pin-Tumbler cylinder. The durability of solid brass construction. The versatility of the widest variety of sizes and shackle lengths to accommodate EVERY purpose. Available keyed alike or keyed differently.

**Fort Lock Diamond Back Wood Drawer Lock**

Would you like to replace 24 different locks with just 6? Available in 3 lengths: 3/4", 7/8", 1-1/8" and 2 finishes: brass or stainless steel; the

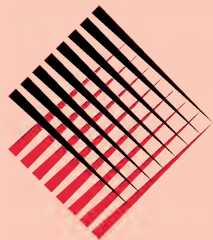
Fort Lock Diamond Back Wood Drawer Lock does just that! This Multi-Function 23000 series lock can be assembled as a dead bolt or spring latch, key retained or key removable, both using a 90 degree rotation. Utilizing Fort Lock's patented Universal Keyway, the Diamond Back Lock may be rekeyed to other manufacturers' key code programs.

**International Locking Device's Quick Lock Automatic/Self Locking Gate Lock**



This unit was specifically designed and constructed to achieve a Self Latching and Automatic Locking action. This unit will provide a fully automatic locking system for any application that requires the gate to be locked when the gate is moved to the closed position. In many situations, safety and security are key factors. The unit is keyed on both sides so that entry or exit can be accomplished from either direction.

**Lori Lock Introduces New Barrier® Lock For Coolers And Freezers**



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This is the first true barrier to food theft from coolers and freezers, eliminating unwanted access to perishables. Ideal for hospitals, schools and corporate kitchens. Only authorized personnel can gain entry. Door is automatically shut and locked every time and Lori's proprietary key design virtually eliminates key duplication.

**Olympus DCN Cam Lock**



The Olympus DCN Cam Lock has combined quality, dependability and style. The ease of rekeyability is due to the patented retaining clip. It is supplied with reversible straight and offset cams and

a new hex nut retaining stabilizer plate. Our DCN Cam Lock features the new 1" face with the Olympus logo.

**Sesamee GunBlok**



Unique among gun locks, the new Sesamee GunBlok applies sure, simple, easy-to-use combination technology to provide the ultimate in firearms security. With Sesamee GunBlok, there are no keys to fumble with or lose. And it's easy to operate in the dark. Since each dial stops on "O", you simply count the "clicks" until the personally chosen combination is reached. Each combination is personally chosen and set by the owner.

**Safes & Safe Products:**

**Amsec's Premier Series Safes**



AM SEC's new Premier Series Safes offer unique space-saving designs that combine all the security features of a burglary safe and the peace of mind achieved with a fire safe at an affordable price. And the industry's first U.L. listed fire rated burglary safes are sure to make a handsome addition to your home or office. For the best in burglary and fire protection, the AM SEC PREMIER Series Safes offer features



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unsurpassed in any other safe. They are a practical and beautiful solution to your security needs.

**Decoy Safe**



CIRCLE NUMBER  
**343**

The DECOY safe is unique in the industry with its blend of finely crafted cabinetry and security. The new STEALTH offers the best value in the industry with its standard features and our prepaid freight program, and is an outstanding choice for the dealer contemplating the gun safe market. The DECOY safe is an all-steel safe covered with selected solid hardwoods so that it matches the

furniture in the customer's home. Each safe features multiple, independent, MEDECO locks, firelines, light, dehumidifier and made-to-order interior.

**Knight Safe "DS" Series**



CIRCLE NUMBER  
**344**

Designed for daytime protection of cash/deposits. Available in single and double door with either top-load rotary or front load single and double door. Also slot models and KLD's available as option.

**Lift-A-Load Lifetime Platform Trailer**

LIFT-A-LOAD Trailers raise from



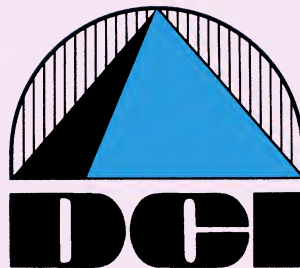
CIRCLE NUMBER  
**345**

flat on the ground up to 52" high while staying level. Stop at any height for quick, convenient material transfer to docks, trucks, ramps or ground level. Ideal for moving Fork lifts, Sweepers, Scissors Lifts, Safes and ATM's. Straight tongue or Gooseneck hitch available. Capacities from 4,000 lbs. up to 15,000 lbs.

**Mas-Hamilton's New Auditcon™**

The Mas-Hamilton family of self-contained, self-generated power electronic locks is expanded to the safe market with the release of the Auditcon™. Combining the reliability and easy installation offered by mechanical locks with powerful electronics, the Auditcon™ can be used as a standalone, self powered

*Continued on page 68*



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Quality, Value,  
& Service.***

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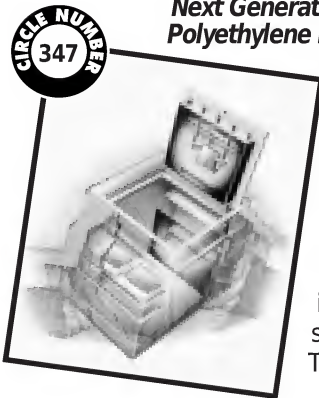


Continued from page 66



lock, storing audit information within its internal memory.

**Next Generation Patented Polyethylene In-Floor Safe**



The patented FS4000 and FS2300 represent the latest and the best in in-floor safe design. The polyeth-

ylene bodies allow for storage shelves, a filing system and a false floor. The steel door and door frame are the same as our standard floor safe line, therefore safes provide excellent security and convenience. Guaranteed. Features a built-in child resistant actuator button and safety switch.

**Palmer Security Products Drop Safes**



Palmer Security Products recently introduced a new line of mini cash drop safes designed for mounting in retail stores and in delivery vehicles. The safes are made of 1/4" steel and are available with a safe deposit lock, Abloy key lock, or Simplex push button lock. All models include an anti-fish baffle, mounting

holes, and a durable powder coat finish. The mini safes are designed to accept cash or #10 business size envelopes.

**Schwab Corp. Premieres Two New Product Lines**



Schwab Corp., a leader in the fire-protective security industry, is now pleased to announce the introduction of its new FireGuard Small Office/Home Safes. These small safes have a UL Class 350-1hr. fire and impact resistance rating and come in three sizes. Each safe is protected by a one year Parts and Labor Warranty and a 12 year After-The-Fire Replacement Guarantee. In addition,

Continued on page 70



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Key Machines,  
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Openers, Pick Sets,  
Tools, Door Guards,  
and Key Cabinets**

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**Continued from page 68**

Schwab is introducing a new line of Depository Safes.

**S & G Introduces New Model 6123 Electronic Lock**



**CIRCLE NUMBER 351**

The new 6123 programming has been greatly expanded to offer a multitude of new features. Three levels of codes are available - Master, Supervisor and User. Only the Master Code can be used to change critical programming. The 6123 also provides a 0 - 99 minute time delay (set in one minute increments) and an adjustable opening window that can be set from 2 to 9 minutes. Two different types of time delay overrides can be programmed. Also, two types of dual control are possible.

**Vindicator Announces Microlock™**

The Vindicator MicroLock 10 is a



**CIRCLE NUMBER 352**

general purpose combo-safe lock. The Vindicator MicroLock 20 is a combo-key lock designed specifically for use on ATM machines, and features Dynamic ("one-use") Combinations which are issued and controlled by the Vindicator Central Station MicroAudit™ software. The MicroAudit software also maintains a detailed audit trail for each safe and service person. In use, a central dispatcher issues unique, one-use dynamic combinations for each ATM machine.

**WALVAULT Wall Safes**

WALVAULTS, INC. has an economical yet secure wall safe for



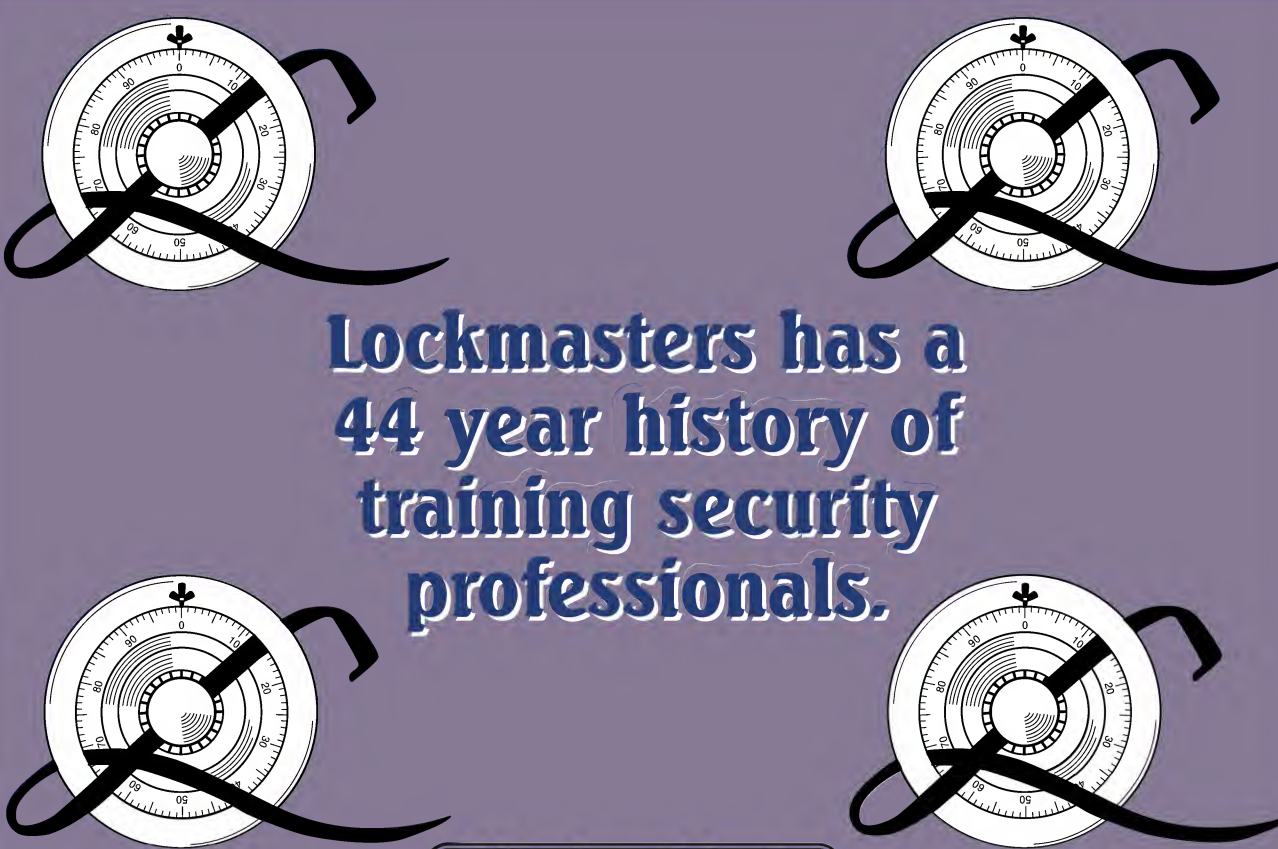
**CIRCLE NUMBER 353**

those items that may be used on a daily basis. The front is completely flush to facilitate hiding behind a panel or clothes in the closet. The entire safe is a textured beige, polyester powder coat. The interior is a plush maroon flocking with no exposed hard, painted metal surfaces. Designed to fit between standard 2 X 4 studs, they are easily installed in minutes. WALVAULTS, INC. wall safes currently feature MEDECO commercial or biaxial cam locks.

**Tools & Accessories:**

**DON-JO Wrap Around Plates**

Don-Jo is now manufacturing wrap around plates for 2", 2-1/4", and 2-1/2" thick doors. All plates are 9" in height,



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44 year history of  
training security  
professionals.**

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CIRCLE NUMBER  
354

4-1/4" in width and have either a 2-3/8" or 2-3/4" back set. All versions are available in either solid brass or stainless steel finish.

#### **Framon Manufacturing's New Work Light**

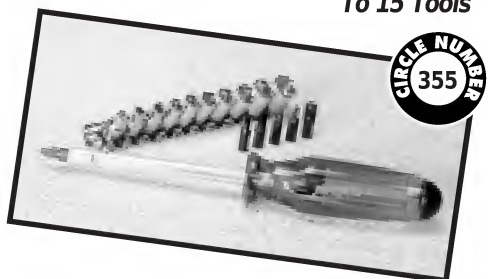
Designed for use on key machines or as additional lighting on the bench. The lamp uses a 40W appliance bulb, has a flexible arm, and a patented mounting system similar to a quick disconnect air hose.



CIRCLE NUMBER  
365

Three different mounting systems are available: standard is a mounting stud which requires a 3/8" hole be drilled and tapped. An L-bracket is available for vertical mount applications, and a flange mount is available for mounting to the bench.

#### **Jensen Tools Magnetic Driver Converts To 15 Tools**



CIRCLE NUMBER  
355

A magnetic screwdriver offered by Jensen Tools is more than it seems. It has a magnetic shaft and selection of replaceable bits and sockets which easily convert the tool from a slotted to a Phillips, to a T15 driver - or to a replaceable socket wrench. The tool comes with five bits, a 1/4" hex to square adapter, and 10 graduated sockets on a clip rail. Bits (including 2 slotted, 2 Phillips, 1 T15 Torx) store inside the handle. The

socket rail installs above a workbench if desired, and includes 5/32, 3/16, 7/32, 1/4, 9/32, 5/16, 11/32, 3/8, 7/16, and 1/2" socket sizes.

#### **Keedex's Spin Out**

The SPIN OUT by Keedex, Inc. removes even the most stubborn cam screws from mortise cylinders. The SPIN OUT features a



CIRCLE NUMBER  
356

screwdriver with an oversized handle for extra torque. Includes four sizes of interchangeable screwdriver bits - two slotted and two Phillips.

#### **Kett Tool Company K-200 Electric Shears**

CIRCLE NUMBER  
357



The Kett Tool Company's K-200 Power Shears cut 18 gauge and lighter

**Major**  
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sheet metal in straight or contour lines at 180 inches per minute. Plastic or Formica up to 3/32" thick. These double-cut shears feed quickly and quietly, without warping or bending your finished piece (distortion is in the waste strip). It easily follows a scribed line edges are not hardened or burred, so you get maximum use of a sheet. The swiping action of the blades seals the edge of the coated metals.

#### Lab Emerald Pinning Kit



The Lab Emerald Wedge pinning kit, available in .003 and .005 increments, differs from other pinning kits in that it has a 10-degree angle which allows the locksmith to select the pins without having to lean over the kit. The color

**CIRCLE NUMBER 358**

coded and laminated Passport pin chart has pin sizes printed the same color as pins in the tray, and a pin locator is inserted underneath so the numbers will never wear out.

#### Lockmasters® EQUALIZER



**CIRCLE NUMBER 359**

By popular demand, is now featuring the Equalizer™ with the Milwaukee Magnum Drill Motor. The NEW Milwaukee Magnum® Hammer Drill has set an industry standard for many of today's safe technicians. This heavy duty drill has many powerful features: 1/2" chuck, low speed 0-1,000 rpm/ 0-2,000 BPMs, high speed 0-2,500 rpm/ 0-5,000 BPMs, powerful 5.5 AMP, hammer with rotation or rotation only, 8' Quick-Lok rubber

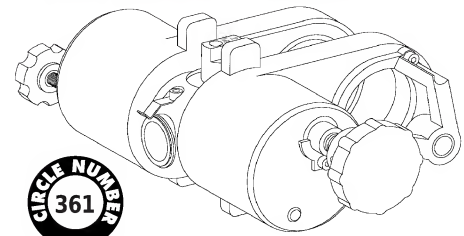
cord, exclusive brush changing system, and ball and roller bearing.

#### Lockmasters New Tougher Drill Bit

**CIRCLE NUMBER 360**

Lockmasters is now offering a hard plate drill bit built to last longer. The tip, a blend of tungsten carbide and cobalt, is designed for maximum hardness and resistance to wear, while the chrome Vanadium steel shank provides enormous strength. Able to withstand drilling temperatures up to 1900 degrees Fahrenheit, this multipurpose bit will drill through steel, wood, tile, marble, porcelain, glass, concrete, plastic, cast-iron and more.

#### Major Mfg. HIT-44 Drill Master



**CIRCLE NUMBER 361**

Major Manufacturing introduces the newest installation tool in the HIT SERIES. The HIT-44 DRILL MASTER can be used to install standard key in

**medeco**  
HIGH SECURITY LOCKS

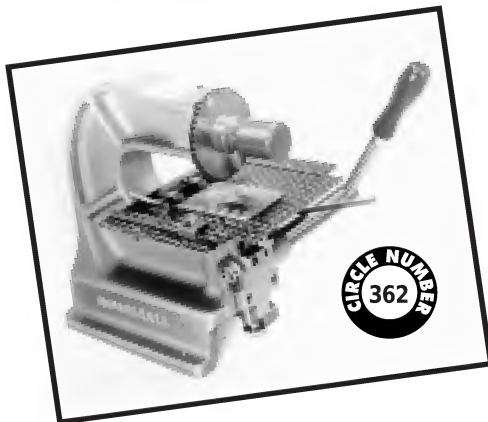
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knob and deadbolt locks on both wood or metal doors. Using a modular system of guides the HIT-44 will accept multi-spur bits, auger bits, hole saws or 1/4" twist drills for pilot holes. All drill guides and threaded shaft holes are lined with bushings and may be replaced if needed.

**Numberall Stamp & Tool Co. Simplifies Key Identification**



This equipment is ideal for industries where large quantities of keys must be quickly stamped with identifying numbers and letters. The equipment ranges from the economical Model 23 Typeholder to the Model 137 motorized bench

marking press. Included is the Model 40B (shown) which features a large easy to read dial and a carriage table which automatically advances after each impression. Custom made key nest which fit into the presses simplify the marking operation even more.

**PAK-A-PUNCH™ Quick Change Kits**

A-1 is pleased to introduce two New Quickchange Kits for the Pak-A-

PAK 3 Automotive Applications

**CIRCLE NUMBER 363**

**A-1 SECURITY MANUFACTURING CORP.**  
**NEW QUICKCHANGE KITS**  
2/14/96

| MAKE/MODEL                  | YEARS          | APPL.   | CODE SERIES | ILCO EZ | QUICKCHANGE KIT | INTERCHANGEABLE PUNCH | DIE                    |
|-----------------------------|----------------|---------|-------------|---------|-----------------|-----------------------|------------------------|
| <b>NISSAN</b><br>Pathfinder | 1996           | All     | 0001-22185  | DA-34   | PAK-N4          | ACCES                 | Punch/Die Set #PKS-88T |
|                             | V              |         | 0001-22185  | DA-35   | PAK-N4          | ACCES                 | Punch/Die Set #PKS-88T |
| <b>VOLVO</b><br>240 Series  | 1978-85        | All     | 1A000-5A745 | VL6     | PAK-VL1         | Standard*             | Standard*              |
|                             | 1986-93        | All     | 1A000-5A745 | VL8     | PAK-VL1         | Standard*             | Standard*              |
|                             | 740 Series     | 1985-91 | 1A000-5A745 | VL8     | PAK-VL1         | Standard*             | Standard*              |
|                             | 760/780 Series | 1984-87 | 1A000-5A745 | VL8     | PAK-VL1         | Standard*             | Standard*              |



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**National Auto Lock Service, Inc. offers a wide range of equipment and services for the Automotive Locksmith. From tools and hard to find key blanks to transponder programming, we can take the mystery out of car service. We accept credit card orders, and can ship COD. Contact us for the latest in automotive technology.**

[www.laserkey.com](http://www.laserkey.com)

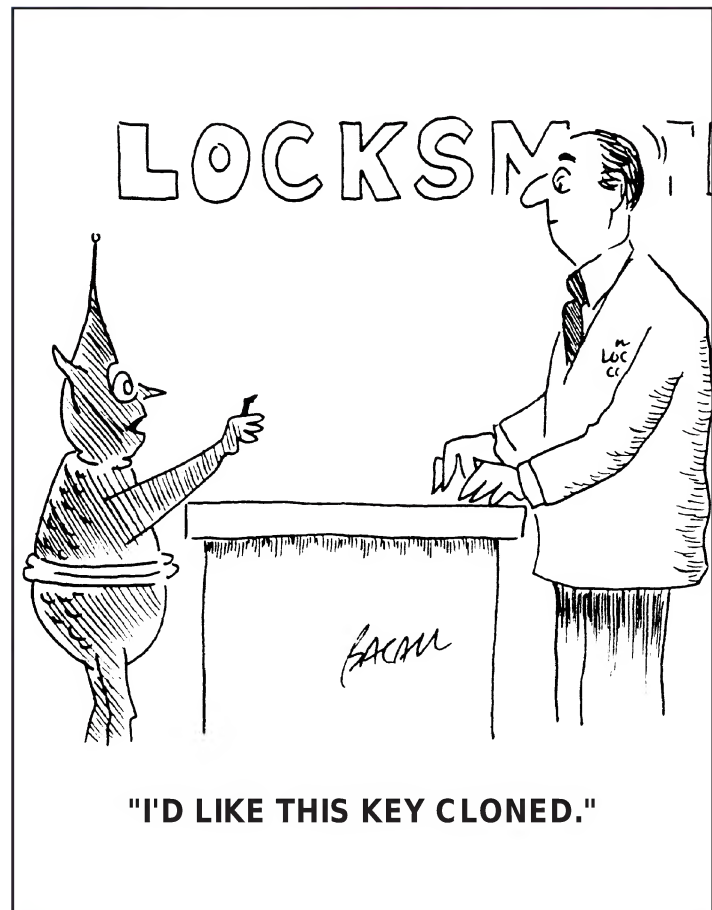
Punch™ Model 3 Key Punch. PAK-N4: For the 1996 Nissan Pathfinder, this individual Kit for a brand new application is available only as a stand alone kit and is not included in the Nissan Set (of Kits), #PAK-NSK. PAK-VL1: For Volvo, this kit will punch the 240 Series through 1993, the 740 Series through 1991, and the 760/ 780 Series through 1987.

**PRO-LOK #NJIG Installation Boring Jig Kit**

The #NJIG offers accurate installations every time! Pro-Lok's new INJIG Boring Jig is an affordable alternative to free-hand drilling. Clamp the jig in place and drill! Use the quick-disconnect adapter to change bits. Includes both 2-1/8" and 1 1/2" cross-bore spur bits, 1" edge-bore bit, strike locator, 3 different latch and faceplate mortise tools, unique deadbolt height gauge and custom carrying case.



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software designed  
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Email: 103347.3165@compuserve.com

**COD: Codes on Disk (DOS)**  
Comprehensive code software with easy lookup of automotive, shop and padlock codes. Shows descriptions, cuts, key blanks, and many space/ depth options. Price \$399.

**COD: Codes on Disk (Windows)** Comprehensive code software with easy lookup of automotive, shop and padlock codes.

Shows descriptions, cuts, key blanks, and many space/ depth options. Price \$479.

**KBX: Key Blank Cross-References** Over 32,000 blanks from over 60 manufacturers. Substitutes are classified by bow material, length, and shank length. Add your own hook numbers. Price \$149.

**KBX Deluxe** Deluxe key blank cross-reference lets you search labels you have added. Same blanks as KBX. Price \$239.

**KBX Europe** The deluxe version of KBX expanded to over 60,000 blanks and over 75 manufacturers, covering the European market. Price \$350.

**FILL: Fill the Combination** Progression chart program for automotive applications. Gives you progression charts when you know a partial combination. Price \$99.

**CBI: Code Book Index** An index to existing code books by Reed, Baxter and HPC/ National. Tells you where to find codes in books you already own. Price \$79.

**RMP: Reverse Master Padlock**

Type in the combination and the software returns the codes for Master #1, 3, 5, and 7 padlocks that have that combination. Price \$49.

**RDA: Reverse Domestic Auto** Type in the combination and the software returns the codes for popular domestic automobiles. Price \$79.

**PIC: Pin Chart for I-Cores** Prints pinning charts of Best A2, A3, and A4 systems when given the change, control and master keys, Price \$19.

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change keys to 200,000, 2-8 levels, Rotating Constant/ Standard Progression, Supports Standard & IC Mfg. (Best A2, A3, A4 Sargent, Corbin/ Russwin), ASSA +more, Free Shareware, \$149.00 Registered

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**Multi-Core 4.5d** Master keying software for all major interchangeable core cylinders. Selectable KBA, selectable progression sequence, pin count. \$179. Free demo disk. Also available: ASSA, Kaba Peaks, Medeco Biaxial.

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listing of over 6500 vehicles. This program gives you lock parts, keyblanks, as well as costs. \$199.95 Give us a call for your free demo disk.

**Keytel Program** Keytel is a key cross-reference program. It was designed to use with Keytel Key Tags, but works great as a stand alone. \$99.95 Give us a call for your free demo disk.

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**CodeSource™** Code Retrieval Software (complete version) HPC's CodeSource is the most comprehensive, user-friendly code retrieval program on the market today! It has a database of over 2 million codes that can be accessed quickly and easily. The Windows® operating system allows for quick maneuvering through the program with the point and click method. No. CS-35 (3 1/2" Disk Format) No. CS-CD (Compact Disc Format) Suggested Dealer \$695.00

**CodeSource™ LS** Code Retrieval Software (Lockshop Codes Only) HPC's CodeSource™ LS has all the same features as the complete version of CodeSource™, but includes only Lockshop Codes. No. CSLS-35 (3 1/2" Disk Format) No. CSLS-CD (Compact Disc Format) Suggested Dealer \$220.00

**CodeSource™ PL** Code Retrieval Software (Padlock Codes Only) HPC's CodeSource™ PL has all the same features as the complete version of CodeSource™, but includes only Padlock Codes. No. CSPL-35 (3 1/2" Disk Format) No. CSPL-CD (Compact Disc Format) Suggested Dealer \$240.00

**CodeSource™ VH** Code Retrieval Software (Vehicle Codes Only) HPC's CodeSource™ VH has all the same features as the complete version of CodeSource™, but includes only Vehicle Codes. No. CSVH-35 (3 1/2" Disk Format) No. CSVH-CD (Compact Disc Format) Suggested Dealer \$260.00

**KeyChoice™** Key Blank Cross-Reference Software HPC's KeyChoice™ references the most popular key blank manufacturers and

allows you to search by key blank number, code card number and hook number. The Windows® operating system allows for quick maneuvering through the program with the point and click method. No. KC-35 (3 1/2" Disk Format) Suggested Dealer \$73.75

**KeyTrail™** Key Management Software HPC's KeyTrail™ allows for easy key control maintenance from one screen. The Windows® operating system allows for quick maneuvering through the program with the point and click method. No. KT-35 (3 1/2" Disk Format) Suggested Dealer \$395.00

**MasterKing™** Masterkeying Software HPC's MasterKing™ contains a database of over 50 manufacturers. The program can generate 1 to 5 levels in list format and upwards of 5 in standard format. The program handles interchangeable core systems. The Windows® operating system allows for quick maneuvering through the program with the point and click method. No. MK-35 (3 1/2" Disk Format) Suggested dealer \$299.95

**MasterKing™ IC** Masterkeying Software HPC's MasterKing™ IC has



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all the same features as the complete version of MasterKing™, but works only with interchangeable core systems. No. MKIC-35 (3 1/2" Disk Format) Suggested Dealer \$175.00

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**Masterkeying Software** Let's you re-create virtually any existing system, Type directly into any report, Cut-out and Past-in the information you need, Plus it does CROSS-KEYING. \$199.00

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**MK3-Deluxe Master Keying Program MK3** produces systems including very large, complex ones. It produces up to 6 levels of keying, for cylinder lengths of 5- to 7-pin, with capabilities including cross keying, multiplex keyway progression and hotel or construction keying. Suggested Retail Price: \$1749.00

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National Order Line: (800) 551-4624

**Dynamic Locksmith Plus** \$695  
Give your business a professional image. Generate cash flow with invoices and statements. Inventory, payables, vehicles, contracts, dispatch, receivables and up to 9 multiple companies.

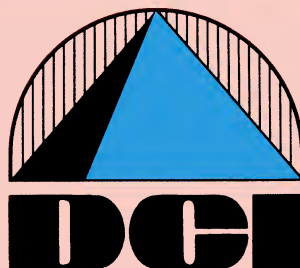
**Progressive Personnel** \$299  
Information at your finger tips. Warnings, termination's, vehicle accidents, workmen's compensation. Track sick leave or absences (by the day of the week), vacations and benefits.

**Progressive Personnel Plus (and payroll)** \$499 Will handle salary and hourly, retirement, medical, dental, union, company loans and special deductions. Packed with reports, W-2 form, EDD, extensive



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Phone: (708) 837-2044  
Fax: (708) 837-1210

**Insta-Card™** is a program offered by The National Locksmith magazine which enables you to create and print your own code cards for the HPC 1200CM™ code machine. Insta-Card™ operates in the Windows environment using icons and buttons to make printing your own cards quick and simple. Just enter in the depths and spaces and print out an accurate card on your own printer. The

program works with ink jet as well as laser printers, requires a 386 or better computer and Windows version 3.1 or better. Price: \$179.95

PACEL Corporation  
9028-B Prince William Street  
Manassas, VA 22110  
Phone: (708) 257-4759  
Fax: (703) 631-6706

**SOS (Safe Opening Simulator)** SOS is an educational software tool that simulates combination lockout. Learn lock malfunction diagnosis and how to open most combination locks with or without drilling. Suggested Retail Price: \$189.00

**CAM (Computed Aided Manipulation)** CAM is an education computer program designed to teach the principals of combination lock manipulation. An extensive lesson tutorial benefits novice and expert.

**Drill Template Designer** The template designer is a software program that allows the user to design safe and lock drill point templates.

Design, print, use, then discard. Suggested Retail Price: \$89.00

PPM 2000 Inc.  
10803-182 Street, Suite 201  
Edmonton, AB T5S 1J5  
Phone: (403) 448-0616  
Fax: (403) 448-0618

**Key-Z for Windows** Innovative key control software that stores information (e.g. code, status, holder), processes transactions and generates reports. Users have all of the information they need- up-to-date and accurate. Suggested Retail Price: \$299.00

Really Easy Software  
1379 Park Western Dr. Suite 264  
San Pedro, CA 90732  
Phone: (310) 514-2103  
Fax: (310) 514-2879

**Windows Master Key Generator** Flexible settings and biting array. Print pinning reports, Use Wizard keys. High security features that include Assa, Medeco and the OmitList. Guaranteed to work.



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### **Windows Key Tracker**

**Database** Keys, people and locks. Assign keys to people and keys to locks. Print reports and see who can go where. Call for free sample (800)210-6098

*Schlage Lock Company*  
71 Stevenson Street Suite 1430  
San Francisco, CA 94105  
Phone: (415) 777-6933

**Site Master 200**, a key management software program., helps facility managers and building owners control their key systems. The software allows the user to monitor keys issued, lost, returned and/ or damaged and also track information relating key-holders to particular doors.

*SoftLabs, Inc.*  
9740 Acadie Blvd. Suite 201  
Montreal, Quebec Canada H4N 1L8  
Phone: (514) 332-0332  
Fax: (514) 332-9362

**SmartKey** is a key and security software for building managers and

locksmiths that tracks locks, keys, combos, lockers, incident reports and more. For Windows \$1500

*Treskat USA Corp.*  
725 Adriane Park Circle  
Kissimmee, FL 34744  
Phone: (800) 645-5657/(407) 870-9696

**Advantage™** Integrated inventory, invoicing and customer data base designed especially for locksmiths, Keep track of all income and generates all types of reports, invoices and more \$99.95 Free demo available.

**AutoMaster™** 900 page automotive encyclopedia on disk. Shows code series & location, several methods to fit first key, opening techniques and much more. Full printout capability. \$99.95 Free demo available.

**CodesOnCall™** 24 hour computer operated (voice) code hotline for CodeMaster users. Access codes from any touch tone phone with or without a computer. \$0.25 per minute.

**Keymanager™** Over 16,000 blanks cross referenced for 11

manufacturers. Add new blanks as they come out. Print key tag labels and cross reference books too. \$99.95 Free demo available.

**KeyWiz™** Finds missing cuts to partially coded locks. Type in the cuts you know, KeyWiz shows you what the remaining cuts are. No guess work, no progression. \$189 Free demo available.

**CodeMaster™** Twenty code books with over 2 million lock codes on disk. Works on any type of PC including tiny palm tops or giant networks. Payment plan available. Priced from \$399. Free demo available.

**Perfect Master™** Answer just 3 simple questions and Perfect Master will create master key systems for any kind of lock including Best & Falcon removable. \$189. Free demo available.

**WonderCode™** Reverse code program shows code numbers when you type in the cuts. Handles every type of auto or general code including tubular and combination padlocks too. Prices from \$99.95

TNL



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**Quality since 1956**

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# MKMAJ IC Master Key Software



***For many, masterkeying is confusing at best. When it comes to depending on ones mathematical expertise, most feel more comfortable relying on a computer to calculate number charts, especially when doing large masterkeying jobs. MKMAJ IC will eliminate the confusion, accidentals, crosskeying and generate as many keying systems as you need.***

**W**ith computer software programs for the locksmith becoming more and more common, master key programs seem to be the most prevalent. This month we'll take a look at one of the most recent master key software packages available.

MKMAJIC is a Windows based program that will allow the user to generate an unlimited number of master key jobs. The user can create systems with a full range of change keys, sub masters, masters and a Grand Master. The software helps you gain full use of all possible change keys for each system without ghost keys, because unusable bittings are not reported. You can create Job Settings, GM, Bitting Array, and Sequence Of Progression. The software will check all possible combinations in the bitting array, reject unusable bittings, and report the true quantity available.

MKMAJIC will generate master key codes for most standard 4, 5, 6 and 7 pin cylinders, and many high security

cylinders. It will also generate a bitting array for interchangeable cores.

The IC CORE option will generate master key jobs for Arrow, Falcon, Best

and Medeco interchangeable cores, with control keys (Figure 1.) The report provides full pin loading information, for each pin stack (Figure 2.)

***Continued on page 84***

**Job: Sample IC Core**

**Control Key Code** 6 4 7 5 9 3

**Grand Master Key Code** 5 7 5 3 7 8

| Key Mark | Key Cuts    | Pin Loading    |              |
|----------|-------------|----------------|--------------|
| Opkey 1  | 0 3 0 7 1 4 | 7 9 6 8 4 10   | Top pins     |
|          |             | 11 7 12 8 12 5 | Control pins |
|          |             | 5 4 5 4 6 4    | Master pins  |
|          |             | 0 3 0 3 1 4    | Bottom pins  |
| Opkey 2  | 0 3 0 7 1 4 | 7 9 6 8 4 10   | Top pins     |
|          |             | 11 7 12 8 12 5 | Control pins |
|          |             | 5 4 5 4 4 4    | Master pins  |
|          |             | 0 3 0 3 3 4    | Bottom pins  |

***1. The IC CORE option will generate master key jobs for Arrow, Falcon, Best, and Medeco interchangeable cores, with control keys. The report provides full pin loading information, for each pin stack.***



### Continued from page 82

**R**eports will show the lock type, GM bitting, bitting array, the key mark number, and if requested, the pin load for each lock in the manufacturer's pin sizes (Figure 3.)

The OMITLIST option allows you to enter a list of key bittings for each job. The software will check each key bitting against the OMITLIST. If any of them will pass the pin load for that bitting, the key is rejected.

The GENERIC option allows you to generate reports that show pin loads in either .003 or .005 pin sizes. This feature allows the locksmith to complete the job faster, with less misloads and reloads. The user determines if the report will print the bottom pins on the top line, or on the bottom line (Figure 4.)


The current version of MKMAJIC (2.31) includes the OMIT, Generic, and IC options.

Future upgrades will include a data base of door and lock information. With this, you will have the ability to track the number of keys cut for a particular lock, the door number, and the name of each person provided a key. Reports will be available based on the door, lock, key, person and bitting.

**O**nce a job has been saved, it can easily be recalled, to make revisions or print reports. You can import an existing master key system, and use the full functionality of the software.

To achieve the full potential from this software, you will need prior understanding of your computer and Windows. MKMAJIC Software provides an 800 customer support line to answer any technical questions about the software. Full support is provided by locksmiths and computer experts.

System requirements to run the MKMAJIC program is a PC computer with at least a 386 processor, 4 MB of RAM or more, a hard drive with at least 1 MB of free space, 3-1/2 inch floppy drive, Windows 3.1 or above and a mouse.

MKMAJIC is available through distributors, including most locksmith suppliers, at a suggested retail price of \$125.00. For a list of distributors, call 1-800-789-3089, or contact MKMAJIC Software via E-mail at [VERYEASY@IX.NETCOM.COM](mailto:VERYEASY@IX.NETCOM.COM). 

#### Job: Sample for ASSA

GM: 6 6 7 4 9 8

| Key Mark | Key Cuts    | Pin Loading |
|----------|-------------|-------------|
| 1        | 8 4 3 2 7 2 | C B B A D A |
|          |             | 2 2 4 2 2 6 |
|          |             | 8 6 7 4 9 8 |
| 2        | 8 4 3 2 7 6 | C B B A D C |
|          |             | 2 2 4 2 2 2 |
|          |             | 8 6 7 4 9 8 |

2. Sample bitting of an ASSA I-Core lock showing key cuts with top and bottom pin bittings.

#### Job: Sample 1

GM: 3 1 4 4 3 2

A: 1 1 4 4 3 2

| Key Mark | Key Cuts    | Pin Loading |
|----------|-------------|-------------|
| A1       | 1 5 0 2 1 4 | 2 4 4 2 2 2 |
|          |             | 1 1 0 2 1 2 |
| A2       | 1 5 0 2 1 8 | 2 4 4 2 2 6 |
|          |             | 1 1 0 2 1 2 |

3. Reports will show the lock type, GM bitting, bitting array, the key mark number, and if requested, the pin load for each lock in the manufacturer's pin sizes.

#### Job: Sample 1

GM: 3 1 4 4 3 2

A: 1 1 4 4 3 7

| Key Mark | Key Cuts    | Pin Loading                   |
|----------|-------------|-------------------------------|
| A1       | 1 5 0 2 1 4 | .190 .160 .175 .175 .190 .175 |
|          |             | .030 .060 .060 .030 .030 .030 |
|          |             | .180 .180 .165 .195 .180 .195 |
| A2       | 1 5 0 2 1 0 | .190 .160 .175 .175 .190 .115 |
|          |             | .030 .060 .060 .030 .030 .090 |
|          |             | .180 .180 .165 .195 .180 .195 |

4. The user determines if the report will print the bottom pins on the top line, or on the bottom line.



# Equipping Your Van

by  
**Rob Kloessner,**  
*Commercial Van Interiors*

**W**hen I first started writing this article for The National Locksmith, I was reminded that the topic should revolve around the steps of vehicle outfitting, spotlighting any new products on the market for the locksmith industry. While these are obviously very important issues to the mobile locksmith, I kept thinking about some new developments in the vehicle and equipment industries that may be far more valuable than the sage advice I could give at this time. (My best stuff of this topic appeared in this magazine in July of last year anyway.) Therefore, I would like to rename this article to... **How to Have Your Vehicle Outfitted for Free!**

As most of us know, several van and truck equipment manufacturers are offering very complete modular product lines that include attractive and well-designed drawers, bins, cabinets and shelving that can be mixed and matched to satisfy almost any individual requirement. These products are readily available through local truck equipment houses, tool



supply houses and light duty specialists like ourselves Commercial Van Interiors.

In recent years, there has been a surprising new twist in the industry from even more surprising players. Automotive manufacturers are offering free service vehicle interiors from the vehicle manufacturer. Yep, you heard me right, And, everyone is getting into the game.

The free work van interior was conceived by Chevrolet in 1992 as its "Operation Advantage" program. Available for the full size G-Van, Astro mini-van and Lumina. This program enjoyed moderate success with some two thousand vehicles outfitted in

1992. Since that time, Chevrolet, Ford and Dodge have all experimented with equipment offerings. Each of them have some form of program in place at this time.

## **Ford Van Interior Options**

For Ford enthusiasts, their program is available for the Econoline and gives the customer a choice between a free "Work Bin Rack System" or a \$300 cash rebate. The interior package, which Ford values at \$1800, is a complete general service arrangement that combines a safety partition with a variety of shelves, drawers, bins and cabinets (Photograph 1.)

The equipment is manufactured by Masterack (a leading phone company van outfitter). The interior package must be ordered at the time of ordering the van since the equipment is installed by a factory authorized "ship-through" facility near the manufacturing plant. This means that the package must be ordered at the time of ordering your van which may

*Continued on page 88*



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Photograph 1.

be a problem for someone who can't afford the time of ordering a van and can't find an outfitted vehicle in stock at a local dealer.

### Dodge Package Offering

Dodge is currently offering a heavy duty floor mat, partition and ladder rack for \$995.00 - a discount of \$365.00 off suggested retail. The equipment is manufactured by Crown (whose equipment you've probably seen in Federal Express vans) and highlights their unique "Slide Down" ladder rack which lowers your ladder down the side of the van for easier loading and unloading. Like the Ford program, Dodge's is a "factory-installed" option (Photograph 2.)



Photograph 2.

**Regardless of  
your vehicle  
preference, all the  
domestic  
manufacturers are  
offering great  
incentives to get  
your business.**

### The Commercial Customer's Choice Program

If you are a Chevrolet fan, their current "Commercial Customer's Choice Program" is the most flexible and creative offering from the three manufacturers. This program differs from the others in three primary areas. First, Chevy offers free equipment for both vans and trucks from Adrian Steel Company, a recognized industry leader. Eligible vehicles include the "classic" full size G-Van, the Astro minivan, the Lumina S-10 and certain CK full-size pickups. Secondly, Chevy has the ability to outfit vehicles "in the field" through Adrian's network of some 400 distributors - which means you can select a vehicle off the dealer's lot and then have it outfitted. Perhaps most importantly, Chevrolet is offering several van interior upgrade packages designed for specific industries, including locksmiths. The locksmith upgrade interior - which is valued around \$2,000.00, and costs and additional \$710.00 - includes a workbench area into its arrangement of drawers, cabinets, shelves and bins.

You can see that these are truly incredible times for the commercial vehicle buyer. Regardless of your vehicle preference, all the domestic manufacturers are offering great incentives to get your business. So, take advantage of it. This won't last forever and now might be the time to look at that new van or truck you've been thinking about. Use this free equipment discounts to get you started, then, contact us or your local equipment supplier to add whatever you need to get everything just the way you want it.

### Manufacturer's Literature

Ford, Chevrolet and Dodge are offering free equipment or discounts on equipment with the purchase of eligible vehicles. Literature and requirements on each program is available through your local dealer.

### New Locksmith Literature from CVI

Commercial Van Interiors has new literature for locksmiths highlighting a variety of equipment arranged locksmith vehicle packages. For more information on custom interiors, contact Commercial Van Interiors at 1-800-759-7477.

**TNL**



# A Sagging Solution

by Chuck Murray

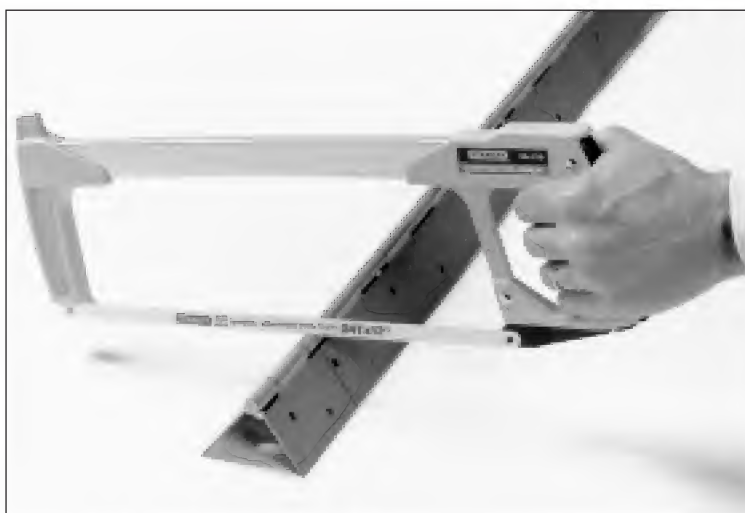
***Sagging and binding is a problem almost every door will have in time. The solution may be a continuous hinge.***

**W**hile installing a new lockset, you notice that one of the entry doors to the building is sagging, binding, and the hinges are loose. This is an opportunity for a sale. Replacing a damaged door can be an expensive proposition. Salvaging the door and frame by installing a continuous hinge can be a fairly simple task — and a profitable one for a locksmith. The operation creates a double opportunity for the locksmith through the sale of the hinge plus the charge for installation.

Frequently, wear, improper installation of a door or frame, or abuse result in problems. The best and most economical solution for the building owner is most often replacement of the existing hinges with a single steel continuous hinge. This is generally accomplished in a relatively short period of time, with the result being a salvaged door and totally effective operation.

Stanley Commercial Hardware of New Britain, CT offers the 600 series of pinned, steel continuous hinges in 7 to 10 foot lengths, any of which can be easily cut to the required length for

the installation (*Photograph 1.*) All are provided with self-drilling screws for metal doors and frames, and wood screws. Steel through bolts which are required by Underwriters Laboratory for labeled fire doors are available as an option. Easy to follow, simple instructions are packed with each hinge.



**1. The continuous hinge can easily be cut to any length desired.**

The 600 series is available in stainless steel or in a prime painted steel that allows for painting with a finish coat. Concealed pins, rather than gears allow the hinges to be painted after installation without masking. The Teflon coated stainless

steel pins and twin self-lubricating nylon bearings at each knuckle eliminate friction and allow for smooth, quiet operation.

**W**hen used as a replacement or in a repair situation for an existing installation, the first step should be to check the door and frame to be sure there is sufficient material available for attaching the continuous hinge to the door and frame. Check the stop-to-stop measurements of the frame to be sure the frame is square. Using a carpenter's level is also a fast way to check frames. Should the frame be out of plumb, and not moveable to a square position, shims may be required to rehang the door so that it swings correctly in the frame.

## ***Determining The Type Of Hinge To Use:***

If there is more than 1/8" clearance between the frame and hinge edge of the door and the frame and lock edge of door, a "full mortise" hinge may be able to be applied. The full mortise hinge requires 17/64" clearance between the frame and hinge edge of door. A wood door can usually be planed

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along the hinge edge to create enough clearance to use a full mortise hinge. If there is 1/8" or less clearance between the frame and hinge edge of the door, a half surface, half mortise, or full surface hinge can be used.

The type of hinge used will determine whether the hinge should be mounted on the door first and then

the frame, or if the reverse order should be followed. In most cases, the installation begins by marking the frame with a center punch and then mounting the hinge on the door (*Photograph 2.*) A center punch mark is required to start self drilling screws accurately in metal frames.

Using the door and frame as a guide you can determine the length of the hinge. The hinge length should be equal to the door height, or 7/8" less than the opening height which allows for a 1/8" gap between the top of the door and frame header and a standard 3/4" undercut on the door.

**M**ounting the "mortise" hinge leaf to the door is accomplished by placing the door leaf of the hinge against the hinge edge of the door so that the top of the hinge is flush with the top of the door and the edge of the hinge leaf is flush with the inside face of the door. If edge guards are included on the hinge style selected, they must lay flat against the face of the door (*Photograph 3.*) The leaf is actually surface applied to the edge of the door, no mortising or routing is required, and the existing hinge cutouts are covered by the new continuous hinge leaf.



**3. Be sure top of hinge is flush with the top of door and the edge is flush with the inside face of door.**

With the hinge held firmly in place, use #10 x 1 inch self-drilling wood screws to fasten the leaf to the door. If you are installing the continuous hinge on a metal door #10 x 1/2 inch self-drilling screws should be used. In either case begin by fastening the top most screw first and the bottom most screw second. The remaining screws

*Continued on page 94*



**2. First mark frame with a center punch.**



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**Providing quality tools, parts, and service for the security professional.**



**Continued from page 92**

should then be fastened, making certain that the hinge is aligned correctly.

You are now ready to move the door into the opening. At this point align mounting holes with the markings you made in the frame with the center punch (*Photograph 4.*) You will need an angle block or shim to hold the door in position while you fasten screws. Once again attach top and bottom screws first after which all remaining screws should be fastened. It is important that all hole locations on the hinge be fastened for proper operation and to meet UL fire label listings.

Once the door is rehung, check for proper operation and clearances. There should be 1/8 inch clearance between the top of the door and bottom of the frame header. A 1/8 inch clearance should also exist between the frame

and the lock edge of the door. There are several styles of continuous hinges available in the 600 series from Stanley Commercial Hardware. All are pinned steel hinges designed to withstand punishing daily use. All are UL and ULC listed for 3 hour fire-rated 4' x 8' single doors and 8' x 8' pairs of doors. Each hinge is designed to be maintenance free and is guaranteed for the life of the building under normal operating conditions and with proper installation.

Stanley continuous hinges are fabricated from 14-gauge cold-rolled steel or 304 stainless steel to provide superior

strength. The hinges can carry a door weighing up to 600 lbs. They are available in full mortise, half-mortise,

and full surface styles and can also be provided with edge guards with either full or half-wrap variations. The half mortise model can also be used as a half surface model.

**A**mong the popular uses for continuous hinges are installations where heavy doors are required, Dutch doors including those where a shelf is attached to the lower portion of the door, hospitals and other institutions where both doors and frames may be subjected to constant battering by people and equipment. Refuse and delivery areas in commercial, industrial, restaurant and multiple housing facilities are typical high abuse sites where continuous hinges are highly appropriate for initial or replacement installations. Aluminum and glass entrance doors in shopping centers, medical offices, schools and other high traffic areas are other typical installation sites.

Keeping your eyes, and ears, open for these continuous hinge sales and installation opportunities, can mean hundreds of additional sales and profit dollars for you. This also adds up to savings of hundreds of dollars for your customers when they are thinking that an entire door must be replaced. **TNL**



**4. Realign holes with center punch marks and attach with screws.**

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Is a Self-Portrait  
Of the Person Who Did It.  
Autograph Your Work with Excellence.**

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# BUSINESS BRIEFS

## *Fire King® Receives ISO 9001 Registration*

Fire King International, makers of fire-resistant file cabinets, has received a prestigious registration recognized around the world. Known as ISO 9001, the registration assures consistent implementation of management standards during both the production and design of Fire King products. Normally it takes about 18 months for a company to prepare for its registration audit. Fire King did it in seven months.

"Fire King runs a very tight ship," says Bill David of TUV Product Service, a German-based registrar that performed the ISO audit at Fire King. "Fire King had zero non-compliance's during its first audit, which is very rare. We see very few companies that are in total compliance the first time around."

## *National Cabinet Locks® Finds Key To Growth & Success*

National Cabinet Lock® is now ISO 9002 registered, and the company plans to consolidate all production to their state-of-the-art Mauldin, SC facility by June 1996.

"It is an exciting time for our company as we move all of our operations to this modern facility," said National Cabinet® President David Bowers. "The International Standards Organization (ISO) 9002 approval opens our company to serve more customers, at home and abroad. The ISO quality registration endorses our tradition of high standards for the locks we produce — and our current customers know that we provide great service to match."

## *Fort Lock Corporation Names Steven Schroeder As New Vice-President*

Fort Lock Corporation, an International manufacturer of OEM and distributor locks



and security systems, has appointed Steven W. Schroeder as Vice-President for Sales and Marketing. The announcement was made by Fort Lock President, Lloyd Falk.

Mr. Schroeder will be responsible for both OEM and distributor sales of Fort Lock products. This will include Fort Lock's regional service centers in Dallas, Miami, Toledo and Los Angeles.

## *STRATTEC Offering Training At ALOA Show*

STRATTEC SECURITY Corporation will again present a locksmith training session during the annual ALOA Convention and International Trade Show this July. The session will give locksmiths an opportunity to stay on track with the latest in automotive lock technology. Instruction will be provided by a team from STRATTEC, which produces most of the OEM locks and keys for cars made in the United States.

Among the products to be covered during the STRATTEC session are the Ford PATS ignition lock, the Passlock electromagnetic system found on GM vehicles, and new Chrysler locks and keys. Air bags and electrical applications that effect work on steering columns also will be discussed in detail.

## *Lockmasters®, Inc., Announces New Advanced three-day GSA Red Label Course*

Lockmasters is now offering a NEW advanced three-day GSA Red Label course! This course, designed for the experienced technician, covers only the latest information on specifications, locks and entry techniques.

Topics include hands-on diagnostics of lockouts, different methods for opening GSA cabinets and a review of the improvements made on the cabinets, the latest lock and container specifications including FFL-2740, proper installation and service of the new locks including FFL-2740, proper installation and service of the new locks including the Mas-Hamilton X-07 and the S&G 9000 when approved, review of updates on the various handplates and the proper opening and repair techniques.

Contact Lockmasters' Education Department at 1-800-654-0637

## *Lancina Joins Master Lock As Sr. Product Manager, Commercial Padlocks*

Gary Lancina has joined Master Lock Company as Senior Product Manager, Commercial Padlocks, according to Steve Williams, Vice President, Marketing.

Lancina will be responsible for the padlock product line sold to commercial, industrial and institutional users through distribution channels that include locksmiths, industrial wholesalers, hardware wholesalers, and select supply and locker manufacturers.

## *JLM Wholesale Promotion*

JLM Wholesale announced Keith L. Brown has been promoted to National Sales Manager.



Keith is a certified A H C and has been in the door hardware industry since 1979. He joined the sales staff at JLM WHOLESALE in July of 1991.

As National Sales Manager, Keith will oversee the inside sales team as well as provide

support for the outside sales force. In addition, he will be responsible for coordinating technical training for the entire JLM Wholesale staff.

## *Security Lock Distributors Moves Company Headquarters*

In a move reflecting its extraordinary growth, Security Lock Distributors has relocated to a considerably larger facility. This comes on the heels of the opening of a large new warehouse and service center in Pompano Beach, FL just a few months ago. In addition to doubling in size, Security has instituted a new "instant action" order processing procedure insuring delivery within 24 hours to any location in the U.S.

The new address is 40 A Street, Needham Heights, MA 02194. Tel: 800-847-5625, Fax: 800-878-6400, e-Mail: SECLOCK @ IX.NETCOM.COM

## *Vindicator Launches Distributor Program for MicroLock™ Safe Locks*

Vindicator announced an aggressive rebate program to entice locksmiths to buy demo units of the new Vindicator MicroLock 10 electronic safe lock. Currently a \$100 Factory Rebate offered with MicroLock 10 Demo Units is being offered. This offer kicks off Vindicator's new distribution program for the MicroLock 10. Advertising in trade publications will begin appearing in May.

"We are new to the distribution channel and we have a very exciting new product" said Howard Dame, Vice President and General Manager at Vindicator. "We believe locksmiths will recognize the benefits for safe users as well as the revenue potential for themselves."

TNL



# Reed Report

**A**t a recent show in Oklahoma, I heard that Joe Bucha won a \$600 prize then turned around and donated it to one of the newer members of the association. What a class act! But, with Joe Bucha, it is always a class act.

**I** am still trying to stress "impulse items" in our seminars. One thing I found out for sure when I interview my "millionaire" locksmiths is that they sell a lot of impulse items. They are a large part of their bottom line. I am talking to several manufacturers of these items and encouraging them to get more involved with the locksmith. So far, so good. They all seem very interested in working more directly with locksmiths.

**S**everal years ago when I wrote a question & answer (Reed's Ramblings) column, it was very popular. I always felt that much of that popularity was because it was the first of its kind in the industry. Now I am changing my mind, because the few Q & A's I have put into this column have been most popular. Therefore, I guess I'll continue until someone tells me to stop. Anyway, here are the latest:

Q. What is the KEYWIZ?

A. KEYWIZ is a system put out by Treskat to be used for partially combined locks. You can fit a key to one of the simpler locks, like the door or glove box, and KEYWIZ gives you the remaining cuts for the ignition and all other locks on the vehicle

Q. How many new car opening tools are needed for the new cars?

A. One. For the new Volvo 960.

Q. I understand some new cars are coming out with air bags in the doors. Is there any truth to this?

A. Big truth. Some are already out like the '96 Mercedes SL & E class, and the BMW 500 & 700 series. Coming in '97 will be the Cadillac DeVille and the Mercedes S class. These are actually IN the door. On the new Volvo they are installed in the seat back. That has got to be a lot like riding on a keg of dynamite.

Q. I am about to open up my own shop. I have been locksmithing for two years now, but realize I don't know it all yet. How much money do you think I could make my first year?

## Scatter Shooting while wondering whatever happened to . . . Brian Baker

A. You have already reached first base by admitting you don't know it all yet. Just be able to make the same statement in 25 years because you still won't know it all yet. How much money you will make will vary, depending on ability and location. Location is just as important as knowledge, because it doesn't matter what you know if you don't have any customers.

**B**est location? Go north. Go where the weather is bad. Go where not too many locksmiths go. This is where you will find the money. Want to go South? Want to go to the Sunbelt? Fine, go ahead, but don't expect too much the first year or even the first ten years. The problem with the South is RATE CUTTING. Sure, locksmiths cut rates in other places, but not as much as the Sunbelt. Why, you ask? When locksmiths retire or when wanna-be locksmiths retire they move to the Sunbelt. They are limited on the amount of money they can make or else they will lose their social security. Hence, rate cutting. Wherever you decide to go, however, get some good accounts to help you in the beginning.

How much money will you make? Notice how I have avoided that question until now? I'll tell you what I say in my seminar classes. If you don't make \$25,000 profit your first year, you may want to reconsider your vocation, or move to the sunbelt and you won't care.

END



Yours For Better Security,

*Bill Reed*

Bill Reed

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# Want More Business?

# Here's How!

*by Christopher Calvin*

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**O**k Guys, we have whined and moaned enough about economic conditions and locksmithing itself. Here are a few more horror stories you can add to your list of reasons to moan about the industry.

One individual walked into a school district maintenance office and handed the supervisor a rolodex card and proceeded to invade another locksmith's territory. The locksmith who had the account for six profitable years, ultimately lost it.

In another situation, an individual walked into the office of the security director for a local photo finishing chain. After a five minute meeting, another locksmith lost a very profitable account.

Just two days later, an individual walked into the administrative office of local bank with 30 branches. This individual eventually walked out with their safe and vault account. The former service company is still trying to figure out what happened.

**T**his individual used the most potent form of front line advertising possible — a handshake and a rolodex card. The person who acquired the accounts mentioned, did not represent a large mass merchant. That person was me. I owned a lock shop from 1975 until 1988 when I sold it. In 1993, my covenant not to compete expired. In the fall of 1994, I dusted off my key machine, purchased another pin kit, a bunch of key blanks, business cards, rolodex cards, brochures and was once again in business.

There is a core of 60 locksmith companies in my area. What a "core" means is I can go to a 1985 yellow pages and count 60 locksmith companies then and in the 1995 yellow

*Continued on page 116*





### Continued from page 114

pages count 60 locksmith companies. Some are this year's startups. About 80% of last year's start ups are gone, but it all averages about 60 locksmiths per year.

In the few short months I've been back in business, I control 10% of all the property transfer records in my area (there are about 200 a week.) I control 5% of the eviction business (there are about 300 a week.) Next week I'm going after the McDonalds regional office. They have BEST locks.

**W**hen I owned my business from 1975 to 1988, I never visited a client. I relied solely on the Yellow Pages and newspaper display ads for business. Like most locksmiths, I placed my ad, then waited for the phone to ring. Back then, like most locksmiths, I was ignorant when it came to promotion. YES... IGNORANT!

Locksmiths don't know the craft of marketing. Lord help me if the locals here wake up and discover what I'm doing and start duplicating it. After about 5 years of operating ignorantly, I started quantifying my business. Perhaps your numbers are the same:

Yellow Pages = 20% of my revenue  
Repeats = 55% of my revenue  
Referrals = 20% of my revenue  
Other = 5%

Today, I do NOT have a yellow page ad. I never will again. What does this mean? I won't be lost with other ads of my 60 competitors. I won't be called by some drunk at 2 am to unlock his car so he can go kill some poor innocent family. I don't have to put up with some yellow page salesman who wants to take food off my table.

Is business slow? Do you want more? Do you want quality customers? Listen up, do as I do, then you don't have to worry about the tow companies and police departments opening cars.

1. Determine how much money you need to make on an annual basis to remain in business.

2. Find out what your average service call sale is. Divide the annual revenue by your service calls. For

example:

Annual Revenue = \$100,000  
Average Call = \$50  
Number of calls/ year 2,000  
Number of calls/ month 166.67  
Number of calls/ week  
(50 weeks/ yr) 40  
Number of calls/ day 8

**N**ow you have a goal to achieve. It is tangible. It is quantifiable. Is it even achievable!

3. Determine where that business will come from. These are possible "lines of business":

#### **New property owners:**

The tow companies or police don't rekey locks.

**Evictions:** The tow companies or police don't rekey locks.

**Property Management Firms:** The tow companies and police don't do master key systems.

**Car dealerships:** The tow companies or police don't

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originate new keys for cars.

**Movie Theaters:** The tow companies or police don't change combinations on safes.

**Banks:** Mosler charges extremely high rates for service, and tow companies or police don't do vaults.

**Convenience Stores:** The tow companies or police don't do safes.

**Hospitals:** The tow companies or police don't do master key systems.

4. Now that you have discovered your lines of business, spread your \$100,000 per year over all of them so none account for more than 10%15% of your total gross revenue. Why? If you only do evictions and movie theaters and one of them gets another service provider, you've lost a substantial portion of your income. That's why so many defense firms are hurting today. With the government as their only customer and sole source of revenue, it's amazing how they stay in business.

5. Now that you have targeted lines of business, and determined what ratio each line of business will bring in, get a stack of ROLODEX cards with a "Locksmith" index tab, "Safe & vault index tab and "Security" index tab

6. With this done, go shake some hands. Give a set of your rolodex cards to your prospective customer. Offer them something to give you a try.

**I** offer 10%or \$10 off their first service, whichever is greater, plus a full refund AND corrective measures if they are dissatisfied for any reason. Surprisingly enough, nobody has requested the refund, but what I've done is remove all the customer's risk from doing business with me.

This is the simple 6 step formula. Visit your customers between calls. Show them you care about their security needs. You don't need to bill them every time you visit them. They appreciate it and will keep coming back when they need you. That's why I can snatch so many accounts. I just visit, where my competitor won't. Think about it, you don't always have an order to give to the salesman who

calls on you from a hardware distributor, but when the need arises, don't you give them first crack at the business?

The bonus round...Everybody needs locks and keys. Whenever you patronize an establishment, ask to meet the manager/ owner *after you have made your purchases*. Give him your set of ROLODEX cards and a brochure (call 1-800-USA-PAPERS for forms you can print on a laserjet). Let him know you appreciate being able to patronize his store and ask for his business. With an armload of his product in your hand, how can he refuse?

**W**hy rolodex cards? A business owner will check the yellow pages once. If they find a locksmith they are happy with, the name goes into the rolodex, and the yellow pages gather dust

Now, stop crying about the tow drivers and the police opening cars. Go out and do something positive. Forget passive marketing. It doesn't work. Go meet the people.

Good luck!

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# The LIGHTER Side

The Time of Our Lives



by  
**Sara  
Probasco**

"Come on in," I called to the lady who was peeking in the front door of our store.

"I wasn't sure you were still open, since it's nearly six o'clock," she said, pointing to the sign in our window that stated we were open eight-thirty to five.

We were dreamers when we established those times. Nowadays, Don is usually at the store by seven-thirty each morning, and we rarely close before six-thirty or seven at night. Probably, we should go back to the sign we had on our door during the first few months after we opened our store. It was intended to add a touch of humor, but time has proven it more true than we would have believed possible, then.

"Open most days about 9 or 10," it began, "occasionally as early as 7, but some days as late as 12 or 1. We close

about 4 or 5, but some days as late as 11 or 12. Some mornings or afternoons we aren't here at all, but lately, we've been here just about all the time, except when we're someplace else, but we should be here then, too."

Isn't it strange, how time affects our lives? When daylight savings time goes on or off, everybody drags around for a day or two, until they get adjusted to the "new" time. It's a bit like experiencing mini-jetlag. And have you noticed how difficult it is to be out of sight of a clock, no matter where you go?

I stopped wearing wrist watches years ago. (Actually, they stop running after I've had them on for a while—something to do with the electricity in my body, I am told.) I depend upon wall clocks, desk clocks, and the like to keep me "on time" for appointments, etc., when necessary.

However, I've been amazed at how accurately I can judge time without them. I've been told a sense of correct time has something to do with the natural rhythms of the body. My normal resting pulse rate is around sixty beats per minute. Maybe that keeps me "counting the seconds" without my consciously realizing it.

One situation in which I have absolutely no sense of time is when I'm working at the computer. How often I've said, "Just a minute. Let me finish this entry," or "I have thirty minutes—plenty of time to make a few changes in this chapter," only to glance up two or three hours later and wonder where the time went!

Many adages have made the rounds regarding time and its effect on our lives. There are the familiar, short, serious ones, such as:

Time is relative.  
Time & tide wait for no man.  
Time flies  
(when you're having fun).  
Time is precious.  
Time marches on.  
Time heals all wounds  
(or is it, "wounds all heels"?).

Then, there are ones with a touch of humor:

Nothing makes time pass faster than a vacation or a short-term loan.

Daylight Savings time is like trying to lengthen a blanket by cutting off at one end & sewing it onto the other.

Today is the tomorrow you worried about yesterday.

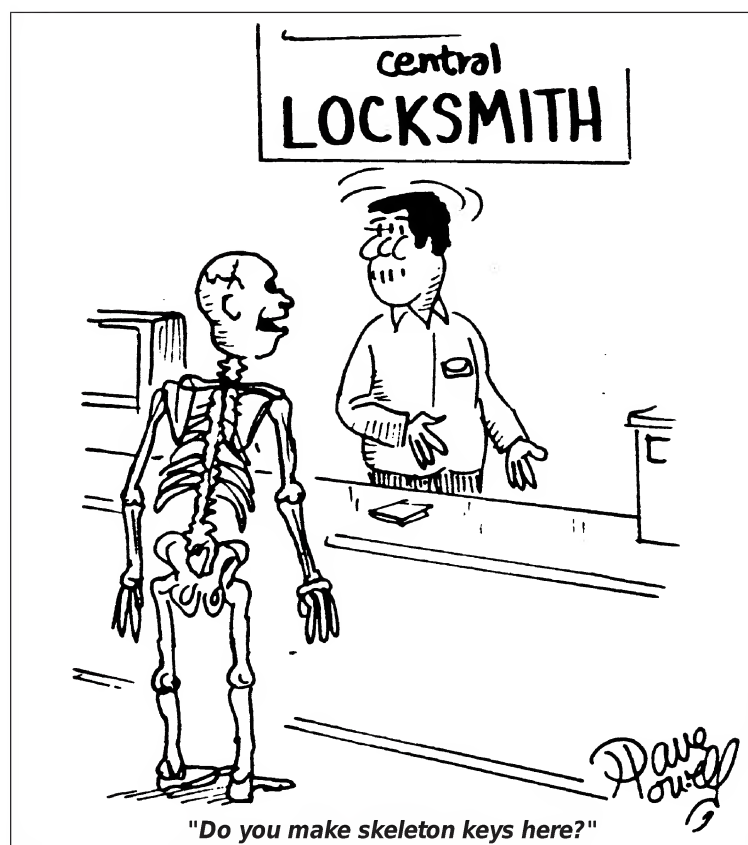
Why is there seldom time enough to do a thing right, but always time enough to do it over?

Nothing is as far away as one minute ago!

Time is nature's way of preventing everything from happening at once.

The easiest way to get into trouble is by being right at the wrong time.

Then there's the one about the trumpet player who hocked his watch. "Being without my watch would drive me crazy," said his friend.



"When I wake up in the middle of the night, I want to know what time it is."

"No problem," the musician replied. "If that happens, I'll simply play my horn."

"How will that let you know the time?"

"Some neighbor is bound to pound on the wall and shout, 'What the h—'s the idea of playing that \*#! thing at THREE-FIFTEEN in the morning!'"

**T**ime is money," is a phrase I use a lot, around our shop. Lately, we've been on a kick of trying to speed up our work processes without sacrificing quality. This all began when our newest employee, after spending a couple of days installing deadbolts, proudly commented on how much his speed had increased, as a result.

"Now, if you could only manage to cut your new time in half, you'd be working at about the national average," chided one of our veteran employees.

"You've got to be kidding," Keith said.

Smiling, Ted reached for the flat-rate manual to prove his point. That opened up a can of worms.

**Y**ears ago, we had used the manual as a guideline for establishing prices for our services. However, with the passage of time, we had partially lost sight of the time factor that is the basis of this method of pricing. Furthermore, we had neglected to call this basis to the attention of recently hired personnel. When working on a dollars-per-hour base (and what other way can we realistically maintain a decent profit), time truly is money! So, back to the book.

"Most careers are made or marred in the hours after supper!"

This statement was in an article I recently read about success and failure in the movie industry, so I'm not sure exactly what sort of activity the author was encouraging or discouraging for after supper. However, assuming there's some basic truth here, let's see how it applies to the locksmith industry.

If he was saying that working long hours after supper is a guarantee of success, then those of us who offer after-hours service may assume we have it made.

On the other hand.... **TNL**

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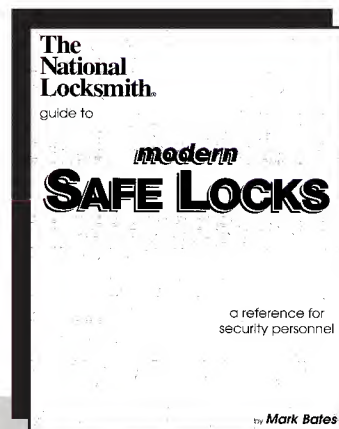
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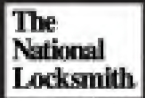


This material was excerpted from the Mark Bates book titled Modern Safe Locks. The book covers combination operating and changing procedures for virtually every combination lock both mechanical and electronic, that you will encounter on a daily basis. Modern Safe Locks is available for purchase through **The National Locksmith**.



## FICHET BAUCHE

|                             |  |
|-----------------------------|--|
| <b>MODEL:</b>               | <b>C2C</b> (Current Production)  |
| <b>DESCRIPTION:</b>         | "Click" type combination safe lock with compound dial. The position dial is numbered 1 through 4.  |
| <b>RATINGS:</b>             | None   |
| <b>FACTORY COMBINATION:</b> | Dial positions 1, 2, 3 and 4 are set to "zero" clicks.   |
| <b>OPENING PROCEDURES:</b>  | <ol style="list-style-type: none"> <li>Align position mark "1" on the <i>position</i> dial with the opening index.</li> <li>Turn the <i>counting</i> knob left until it stops.</li> <li>Enter the appropriate number of clicks for position "1" by turning the counting knob to the right.</li> <li>Repeat steps "a" through "c" for positions 2, 3, and 4.</li> </ol>   |
| <b>TO LOCK:</b>             | <ol style="list-style-type: none"> <li>Align position mark "1" at the opening index and turn the counting knob left OR right a <i>random number</i> of clicks.</li> <li>Repeat with positions 2,3, and 4.</li> </ol>   |
| <b>LIMITATIONS:</b>         | Each of the four positions may have from 0 to 19 clicks.   |
| <b>CHANGING PROCEDURE:</b>  | <p><b>WITH THE SAFE DOOR OPEN...</b></p> <ol style="list-style-type: none"> <li>Open lock (steps <b>a</b> through <b>d</b> under "Opening Procedures").</li> <li>Insert the Fichet key that operates the separate key lock on the safe into the changing tube in the back of the C2C. Turn the key 1/2 turn left to stop. Withdraw the key. (See notes).</li> <li>Align position mark "1" at the opening index and turn the counting knob left until it stops. Now enter the desired number of clicks for position 1.</li> </ol> |



## FICHET BAUCHE

- d.** Repeat step "c" for positions 2, 3, and 4.
- e.** Re-insert the key in the back of the lock and turn it right 1/2 turn to stop.
- f.** Withdraw the key and check the new combination.

### TOOLS NEEDED:

The key from the key lock is used to change the combination (see notes).

### NOTES:

This interesting lock is found exclusively on Fichet safes. The C2C often operates in conjunction with a Fichet key lock, so it was designed to be changed using that style key. The key serves as a turning tool only, and a slotted screwdriver substitutes nicely.



MODERN SAFE LOCKS TECH BULLETIN



# TECHNITIPS

## Helpful hints from fellow locksmiths

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Simply send in your tip about how to do any aspect of locksmithing. Certainly, you have a favorite way of doing things that you'd like to share with other locksmiths. Write your tip down and send it to: **Jake Jakubowski**, Technitips Editor, **The National Locksmith**, 1533 Burgundy Parkway, Streamwood, IL 60107 or send your tips via E-mail to the E-mail address posted in the upper right hand corner of this page. So get busy and send in your tips today. You may win cash or merchandise. At the end of the year, we choose winners for many major prizes. Wouldn't you like to be a prizewinner in 1996? Enter today! It's easier than you think.

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If your tip is chosen as the best tip of the month, not only do you win the All-Lock A-6200 Auto Service Kit, but you also automatically qualify to win one of the many excellent year end prizes!

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Yes, every tip published wins a prize. If your tip is printed, you'll win \$25 in Locksmith Bucks. You can use these bucks to purchase any books or merchandise from **The National Locksmith**. Plus, be ready for Jake's Grab Bag prizes! Remember, everyone wins. (Please remember to include your complete mailing address - we cannot mail prizes to P.O. Boxes.)



by  
**Jake Jakubowski**

## America Online: NATL LOCK

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Internet: [natllock@aol.com](mailto:natllock@aol.com)

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- All-Lock A-6200 Auto Service Kit
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- Sargent & Greenleaf 4400 series safe deposit lock
- Silca Keyblanks (100 Blanks)
- Pro-Lok PK15 Professional Lock Pick Set
- Tech-Train Training Video
- Sieveking Products EZ-Pull GM Wheel Puller
- Major Mfg. Products
- The Sieveking Auto Key Guide

July is here already and Christie and I are getting ready to head on down to the ALOA show in New Orleans. It seems that we just got back from the Orlando ALOA show last year! Oh, well! As one old bullfrog said to the other: "Time's sure fun when you having' flies!"

I don't know how many of you are planing to attend A.L.O.A. this month, but if you're not, I think you should be. It doesn't matter whether you're a member of A.L.O.A., the trade show is open to any locksmith that wants to come. Sure, there's a small admission fee, but the information that is available about new techniques, products, services and the products on display by the various manufacturers, is well worth it.

There's a lot to be learned at one of these shows and I feel that every locksmith owes it to themselves to take advantage of the opportunity. Yes, I do know how hard it is and how much it can cost you to take time off from the

business, drive or fly miles to stay in a motel or hotel, eat Cajun cooking and listen to some of the greatest Jazz music the world has to offer. But friends and neighbors, believe me when I tell you that it is a sacrifice worth making.

And while you're soaking up knowledge and learning about new and exciting products, there's plenty for your family, spouse or significant other to do. There are museums, Bourbon Street, Jackson Square, Canal Street, Plantations, a wildlife park, Swamp tours, Riverboat rides, Gambling, Cajun cooking (Yeah, I know I already said that), Jazz, Jazz and Jazz and, a zillion other things to keep folks from getting bored.

The long and the short of it is: Get on down to New Orleans, have some fun, learn something and come on by *The National Locksmith's* booth and say hello to all of us. Y'all heah what I'm sayin' now?

### ALL-LOCK WINNER: **Installing A Panic Bar On Double Doors With No Astragal**

I was called to install a panic bar on double wooden doors which had no astragal. When I arrived at the job sit, I realized I did not have the

proper strike. In my truck I found an old Adams Rite 4590 Latch Paddle Operator which I used as a substitute. Using a cut off grinder and a hacksaw, I shaped the handle to the approximate dimensions of a Sargent 644 strike, installed it on the

inactive leaf and found that it worked fine. The reason for this abrupt substitution was because the Fire Marshall was going to close the operation if the doors could not be properly secured. The proper strike was later ordered, and I kept the Adams Rite substitute as an emergency backup, should this situation occur in the future and I find myself without the proper strike once again.

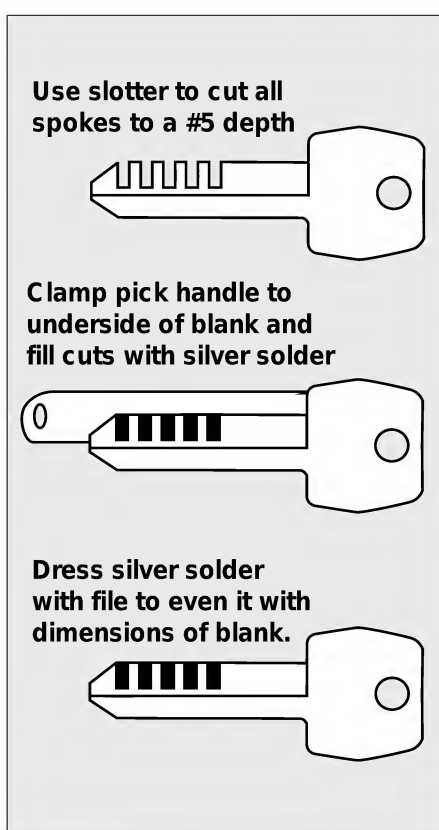
Tom Seoul  
Minnesota

**AMERICAN LOCK AND SUPPLY  
GIFT CERTIFICATE WINNER:  
Soft Sided Impressioning Keys**

On the older Ford ignition locks that use the Ilco 1167FD key blank (Star #HFD10) I often have a difficult time obtaining usable impressioning marks. To help overcome the problems I have had with these locks, I came up with this idea for a blank that would make impressioning much easier.

First, I code cut the blank on one side to all #1 cuts. Then I deepened each cut to a number five depth on my slotter! I do this in all five spaces. This gives me a blank that looks like the one in *Illustration 1*.

Using a stainless steel handle



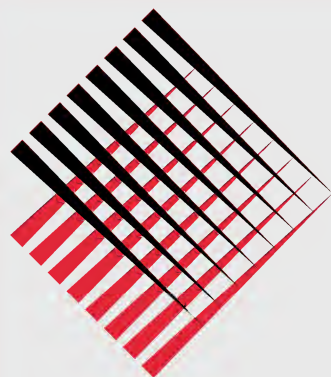
**Illustration 1**

from an old pick, I lay the handle of the pick under the slotted Ford blank, clamp it there with Vise Grips

and fill each cut full with silver solder. When the solder hardens, I file off any excess and smooth all the surfaces on the key blade. I insert the prepped blank in my Curtis Clipper (you can use a file or any code machine for that matter) and cut each space down to a number one depth. Since the solder is very soft, I have to use my file to "dress" the blank after each cut. I then insert the blank in the ignition and a few light twists and a gentle rocking motion and I bring the blank out and cut each space that has marked, and they mark very well. When I have a working key, I already have the cuts "set" on my Clipper, I cut the customer a new set of keys and send them on their way. It takes me about an hour to prep twenty of these blanks. I estimate those twenty blanks will save me some eighteen hours in impressioning time and a lot of ruined key blanks.

Raymond Conner, Jr., CRL  
Virginia

*[EDITOR'S NOTE: Thanks for a good tip, Ray. On almost the same day that I received your tip, I received LOCKMASTER'S 1996 Tool Catalog. On page 43, they have IMPRESS-EZE*



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Blanks which use an alloy material — like you used silver solder — that is supported by the milled key blank. These blanks from LOCKMASTER'S sell for \$5.50 each. Even though LOCKMASTER'S does not list a blank for Ford, they show a Ford secondary blank in their promo photo on that page. Mark Miller, V.P. of Sales for LOCKMASTER'S told me that they would have a larger variety of these blanks available in the future.]

**HPC PISTOL PICK WINNER:  
Making A First Key To An  
American Padlock**

Frustration levels can sometimes run high on what, at first glance, appear to be the simplest of jobs.

A customer with a dozen or so keyed alike American Padlocks on a job-site called and needed a key cut to operate these locks. Impressioning and picking did not work, so I decided to take a cylinder out of one of the locks by drilling the retainer and dropping the cylinder.

Once I had the cylinder in my hand, I knew I was only a shim away from decoding the cylinder and making the keys the customer wanted. Unfortunately, through lack of use,

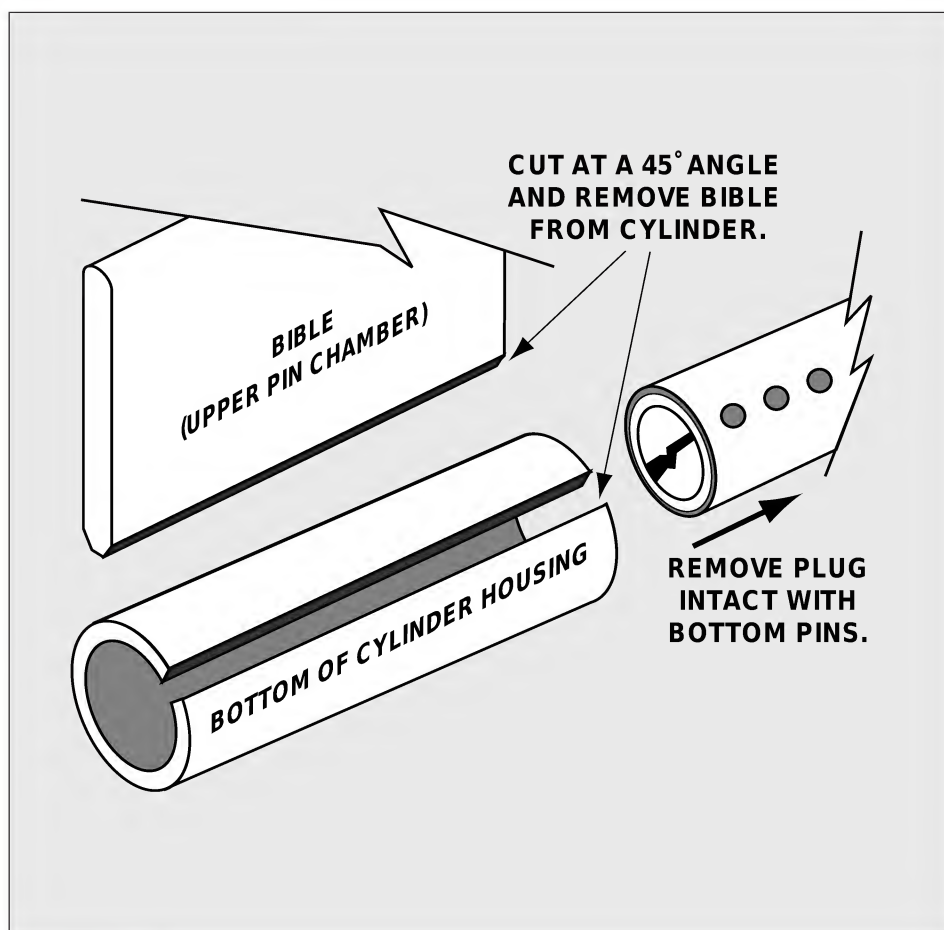


Illustration 2



**ASP Covers the World of Auto Locks**

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serrated pins and very close tolerances, the cylinder refused to reveal its biting. Using up some valuable time and while starting a fresh shim, I realized that all I needed was the length of the bottom pins and I could make a key. But how to get at the bottom pins? Simple! Get rid of the bible!

I clamped the cylinder in my vise (no need to worry about distorting the cylinder since you're going to ruin it anyway,) and used my Dremel Tool to cut the bible off as shown in *Illustration 2*. Just cut the housing at the base of the bible at a 45-degree angle. Cut gently and not too deeply. You just want to separate the bible from the rest of the housing. Turn the housing around and do the same to the other side.

You should now be able to lift the bible off the housing. Before you do, gently tap the top of the bible to make sure all the bottom pins are down in the plug. Now, gently lift the bible and remove any springs or top pins from the plug that you can see.

Carefully remove the plug and very slowly insert an uncut blank in the plug. This will eject any top pins left in the plug and raise the bottom

pins to where you can sight read the cuts.

There could be complications if the locks are also master keyed, but that's for another tip. In this instance, Murphy left, my customer was happy and I could get on with my day!

Jeff Rosen,  
Colorado

#### **SARGENT & GREENLEAF WINNER: Opening A Supra Keysafe**

I recently came across a new product made by Supra Products, Inc. called: KEYSAFE. The lock seems to be well made and is more user friendly than its predecessors. The usual dial has been replaced by ten push buttons. There is also an additional "CLEAR" feature.

When the "OPEN LATCH" is fully depressed, or the "CLEAR SWITCH" is fully depressed, all ten buttons will be set to their full "OUT" position. This lock is much simpler, quicker and less confusing to open since you do not need to remember Left/ Right and number of wheel rotations. Also, potential errors arising from mesh change wheels are eliminated.

If you are ever called to open one of these new Supra locks, the procedure is quite simple: Slide the "OPEN LATCH" back and forth and observe which buttons move. Depress the moving buttons. The buttons are in one of two modes — push and no push. That is, the buttons which are not blocking the slide plate's movement will not move since the slide plate is not in contact with them. Conversely, the buttons that are blocking the slide's movement will move. Average opening time? About thirty seconds!

Peter Y.  
UyFehara,  
Hawaii

#### **SILCA KEY BLANKS WINNER: Removing A Stuck Nissan Ignition Key**

My customer said that a co-worker had entered her Nissan 280Z by mistake, inserted his key in her ignition, turned the ignition to the "ON" position and got the key stuck. When I arrived at the job-site, I found that his car was the same make, model and color as my customer's.

I have had similar situations in the past and have come up with the following trick to remove these stuck keys. I simply lock my impressing pliers on the stuck key and begin to "impression" the key in a counter-clockwise direction.

Apply steady turning pressure on the pliers (not enough to snap the key) while rocking the key up and down as if you were trying to obtain impression marks. With patience and a gentle touch, the wafer(s) that locked up will move enough to allow the key to return to the "OFF" position.

I have had several instances similar to this one and the above trick has worked well for me every time. Just keep in mind that you are not trying to force the lock, you're only trying to "impression" the lock.

Dominick A. Atanasio  
New Jersey

#### **PRO LOCK PK-15 PROFESSIONAL PICK SET WINNER: Making Key Machine Replacement Drive Belt**

I have a couple of key machines on my trucks that are set up with dual motors — 12 volt DC and 115 volt AC. The belts for these are small and I have a hard time trying to find them.

My solution was to purchase several feet of 3/8" clear tubing (you can get it at most hardware stores). I cut the tubing to the size I need, insert a piece of 16 gauge wire about 4" long that is covered with an epoxy-type glue. I let the glue dry for a short time and have the belts that I need. The wire is flexible enough not to cause problems when I run the machines.

John F. Alwine  
North Carolina

[Editor's Note: Under similar circumstances I have found that Hoover vacuum cleaner belts will work. On occasion, I have used Singer sewing machine belts. Thanks for the tip John, I don't



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& Service.**

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# Continued from page 126

think tubing would have occurred to me.]

## TECH TRAIN VIDEO WINNER: Changing A Simplex 2000-15 Without A Control Key

Here's a tip I would like to pass on regarding changing the combination on a Simplex 2000-15, when there are no control keys available to enable one to remove the front plate assembly from the door so the plunger on the combination chamber can be activated.

First remove the panic bar or exit device from the inside of the door. Then, go to the front of the door and measure down 3" from the top of the combination lock and transfer your measurements to the inside of the door. Drill a 1/4" hole through the door and the back lock plate on the combination lock. Then, simply change the combination as you normally would. Instead of depressing the plunger of the combination chamber down from the front of the lock, you would use a small probe to reach through the hole you drilled in the back of the lock mounting plate to depress the plunger.

Troy Sullivan,  
Newfoundland

[Editor's Note: For those of you not familiar with Simplex's 2000-15, this series was designed to give digital access capabilities to most brands of surface mounted panic and exit devices. To change the combination on this series of locks, the entire front lock plate has to be removed. That can only be accomplished without damage to the lock, if you have the control key or your picking skills are equal to the task. I would caution anyone using this tip to drill carefully and do not penetrate any further than through the back locking plate. Once you have a hole drilled, you can use almost any type of light or scope to easily locate

the plunger at the top of the combination chamber.]

## SIEVEKING GM "E-Z" PULL WHEEL PULLER WINNER: Shim Picking Euro-Profile Cylinders

Here's how I solved a problem involving a double euro-profile cylinder to which the owner had lost the key.

Having picked one side of the cylinder — with some difficulty I might add — and thinking to myself as I removed the plug and pins, "I've got to do this to the other side, too! There's got to be a better way."

My solution was to use a 1/2" wooden dowel which is slightly smaller than the plug of a euro-profile cylinder, a fact that allowed me to use Cello tape to tape a shim to the end of the plug (See illustration 3).

All I had to do now was shim pick the other cylinder by inserting the dowel with the shim attached to it through the empty cylinder and work each pin in the locked cylinder from back to front. It was over in seconds!

Once I had the second plug out, I replaced the dowel rod with a standard follower and proceed to re-key the lock in the normal manner.

Tony Vinton,  
New Zealand

## MAJOR MANUFACTURING WINNER: Trunk Opening On A Lexus

If you get called out to retrieve the keys locked in a trunk of a Lexus, here's a way to accomplish it without damaging anything.

First gain access to the inside of the car. Check to see if the trunk release button will unlock the trunk. If the button is pushed in to the locked position, you will need to unlock the key kill switch. To do

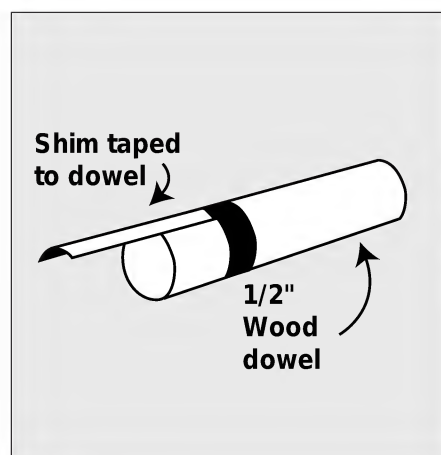


Illustration 3

this, remove the lower dash screws and pull out the dash board next to the trunk lock release. Once you have gained access to the back of the lock, you will see a spring loaded clip around the rear of the lock. Remove this clip and you will see the small spring loaded locking tab.

Push this tab in and the key switch will pop out. Try the trunk release again. If it opens you're in good shape. Put everything back together and you're done. If it doesn't open, it's because the alarm is armed and needs to be turned off.

To turn the alarm off, take off the drivers door panel to access the rear of the key lock on the door. Gently remove the key lock, being careful of the wires that are attached to the lock. On the back of the lock, you will notice a white plastic piece. Very gently remove this from the rear of the cylinder and gently turn the disk inside with a small screwdriver. Turn one way and the alarm will arm. Turn the other and the alarm will disarm.

Once you have the alarm off, you can depress the trunk release button and the trunk will open. Now, you



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can put everything back together, collect your coin and go home.

Charlie Dill,  
New York

**SIEVEKING AUTO KEYBLANK  
CROSS REFERENCE WINNER:  
Opening The Ultra Club Without  
Keys**

Here's how to open The Ultra Club when the key has been lost. The Ultra Club is the one with the round key profile with four rows of pins. Up until now, many attempts to pick this lock have come up in vain

and the only recourse was to cut the lock off the steering wheel. I have found a way to remove it without cutting.

Refer to *Illustration 4*, and drill a 1/4" hole, 3/4" in from the edge of the housing and in line with the red dot on the face of the lock. After penetrating the first layer of metal you will find the locking bolt. Use a punch and pry the bolt back allowing the removal of the Ultra Club.

If the Ultra Club is mounted

upside down, you can drill from the back and do the same thing.

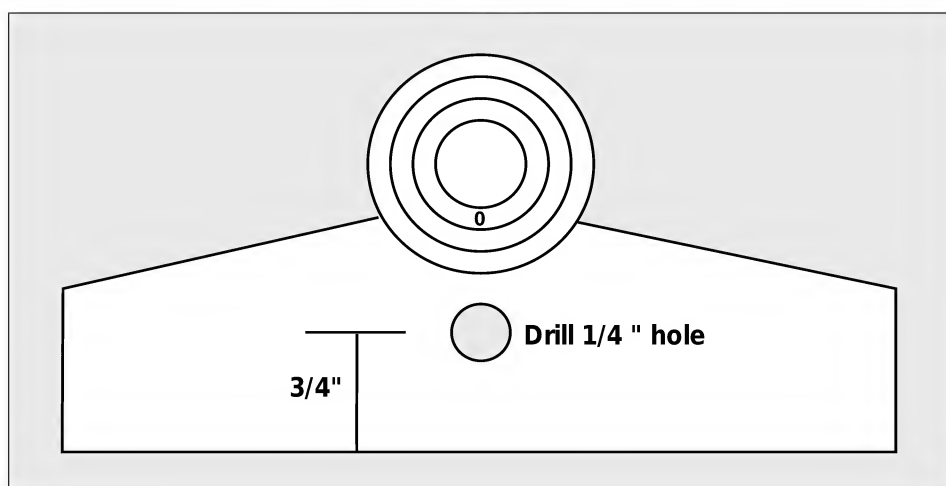
James Amundson, CJS  
California

**GRAB BAG WINNERS:  
Strike Off**

After reading Clyde Smalley's trick about mortising strikes into concrete filled jambs in the April issue of *The National Locksmith* (See Technitips, page 98, April, 1996), I had to write in and tell you the trick I use.

When we mortise a strike for a wood frame, we remove a larger amount of a weak material (the wood) in order to attach a stronger material (usually brass) and thereby strengthen the frame. I don't see what you gain by removing a larger amount of steel and replacing it with brass as on a steel jamb. Besides that, what do you do when the material behind the steel jamb is irregular; such as brick and the strike will not lay flat. Or, worse yet, the material in the jamb is crumbly or set back from the jamb?

I mark the jamb for the strike, place the strike over the mark and trace around the inside of the strike.



**Illustration 4**



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I then cut that hole out with my Moto-Tool, clear out the concrete or other material and I'm done. It's the strongest possible situation. There are no screws or shields to ever come loose and there's no guesswork and it looks great.

*Illustration 5*, shows the area that I cut out. It's a lot less work and I think it looks just as good.

Tony Wiersielis, CRL,  
New Jersey

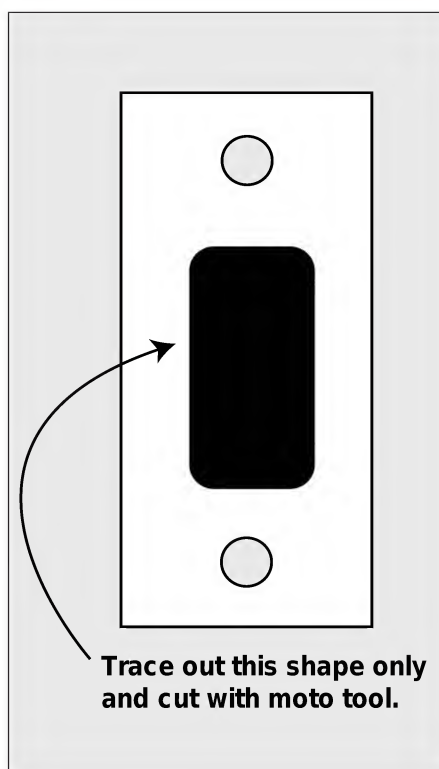
*[Editor's Note: Tony: Thanks for the tip. As I re-read Clyde's tip in the April issue, I think he was talking more about aesthetics. However, by surface mounting a strike plate and pop-riveting it to the frame I think you get as much security as you can.]*

When Clyde mortises his strikes into the jamb, he anchors the screws with anchors.]

#### **Make Impressioning Easier**

Here's an idea that helps me impression all types of locks more easily.

First I use my 1200CM to cut a number one depth in all the spaces



**Illustration 5**

on the key. Next, I use the nylon brush on the machine to brush each

blank down to a matte finish.

With the matte, or dull satin finish, on the key bank, I find it much easier to spot my "marks". After I bring each depth down, I run the blank under the brush again to expedite finding the next mark.

Arron Cornelius  
Maine

#### **Removing Those Pesky Under The Window Tools**

I have had some difficulty removing under the window tools from some of the vehicles I open. I came up with this simple little trick to make the tool removal easier.

Tie a piece of string (Dental String works great) to the tip of the tool before inserting it into the vehicle. Make the string long enough so that when you insert the tool the opposite end of the string remains outside the door panel.

Now when you go to remove the tool from the car, you can use the string to help align the tool for removal.

Raymond Reding,  
California

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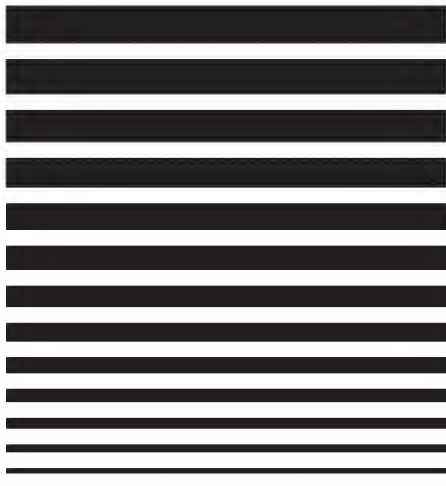
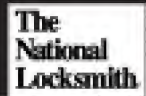
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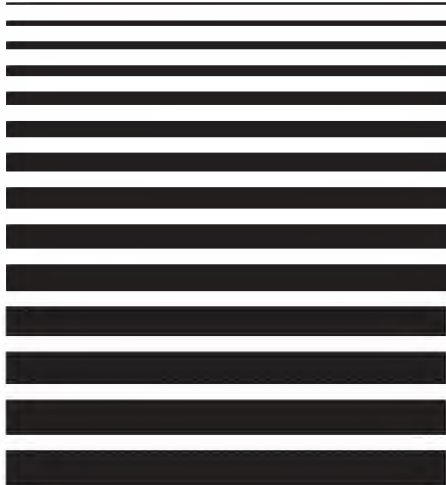


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# S&G Model 6123 Electronic Lock



Sargent and Greenleaf has just introduced its newest electronic combination lock, the series 6123. We will take a look at this innovative lock.

At the Libby testing labs, I have used an Armadillo safe to mount, and remount the locks that I have tested. This safe uses the GPC configuration (Lock mounted Vertical Down (VD) with an adjacent relocker.) I have drilled this safe open a number of times and find that it is a useful tool. To properly test this lock, it must be mounted on the safe. Testing in the box is NOT good enough.

For comparison purposes only, *Photograph 1*, shows the front of the test safe with a LaGard swingbolt lock keypad installed. *Photograph 2*, shows how this lock is mounted in the safe. It is attached to the back of the safe door with three corner screws. The relocking device in this safe has been removed for photographic purposes.

In *Photograph 3*, I have shown how the swingbolt lock looks when the combination has been keyed in and the bolt thrown. The bolt revolves into the lock case allowing the transverse bolt bar to withdraw the three main locking bolts. I removed the LaGard lock in preparation for mounting the S&G 6123.



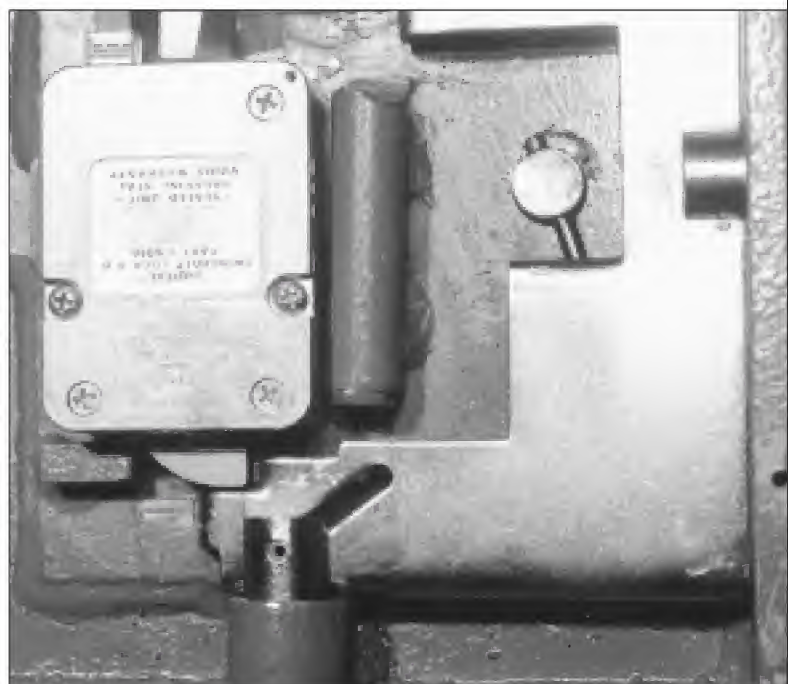
by  
**Dale W. Libby**

*Photograph 4*, demonstrates the proper mounting of the S&G lock. The footprint of this lock is the same as all current combination locks, so retrofitting this lock to most applications is no problem. The S&G electronic lock uses four corner screws to mount it securely to the safe door as well. These screws are attached without removing the cover plate from the lock case.

The wire ribbon is taped to the case and routed under the lock and through the spindle hole. *Photograph 4*, shows the lock bolt in the fully



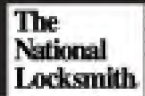
**1. Door with LaGard Swingbolt lock to be retrofitted with the S&G 6123 series motorized combination lock.**



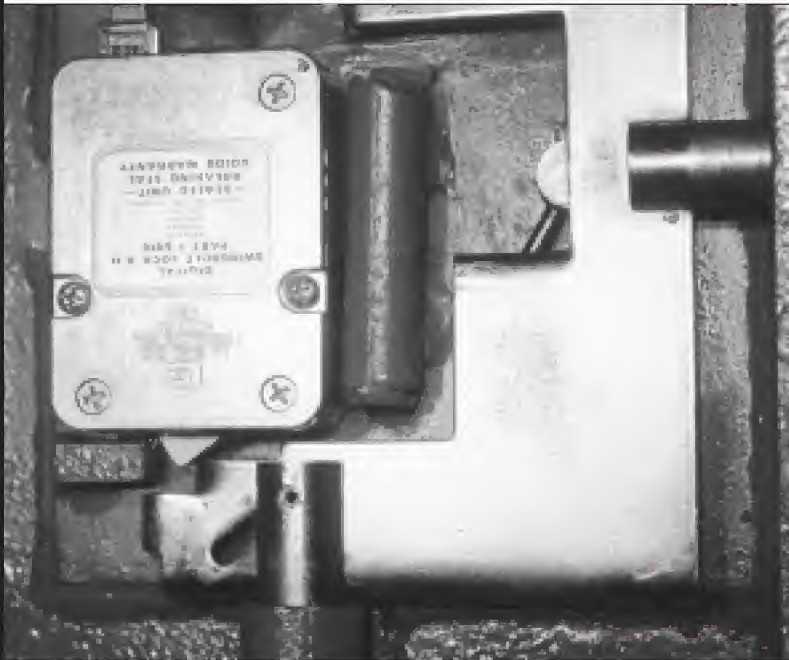
**2. Inside the door showing the configuration using the LaGard lock in the locked position.**

*Continued on page 134*





Continued from page 132

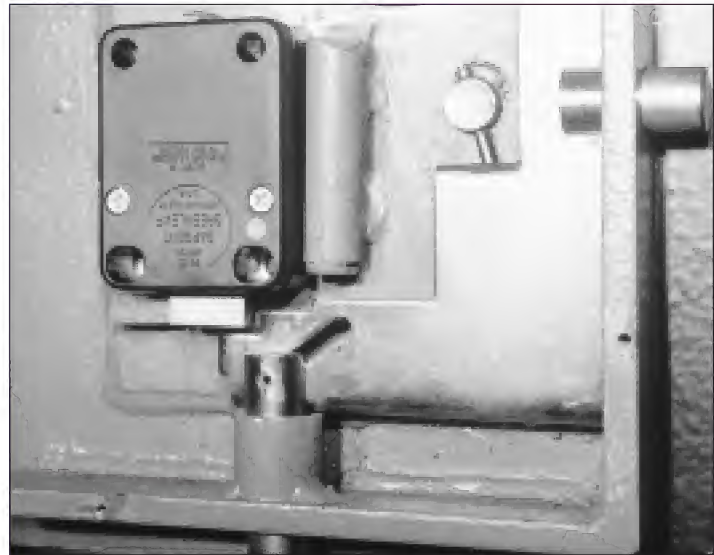


**3. LaGard lock in the unlocked position.**

extended locked position. Because of the rectangular shape of the bolt, it is a universally handed lock and will fit all configurations of locks. However, nothing can be added to the end of the bolt. The bolt is motorized and withdrawn by an internal motor.

that of a motorized lock with a square bolt (shown) or a lock with a spring bolt (Direct Locking.) Both of these locks incorporate many new features that I will discuss in a moment.

*Photograph 5*, shows the bolt withdrawn into the lock case. The end



**4. S&G 6123 lock installed with 4 through bolts. Lock is universally handed and in the locked position.**

of the bolt is flush with the outside of the case when the correct combination has been keyed. After 10 seconds, the bolt extends, either to the fully locked position, or until it encounters the edge of the opening bolt. This position is shown in *Photograph 6*. When the handle of the safe is thrown to the fully locked position, the bolt springs out to

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thoroughly and completely lock the safe.

In *Photograph 7*, we see the front of the safe. The dial key pad ring has been installed with two screws. Note, that there are spring clip acceptors located at the 3:00, 6:00, and 9:00 o'clock positions. The flat connecting ribbon snakes through the spindle hole. Only a 1/4 inch hole is needed for the ribbon and 4 wire connector to pass through easily. The ribbon is pulled completely through the hole allowing no wire in the back of the safe lock that might interact with the moving parts of the safe bolt work.

The wire connector is attached to a polarized plug on the back of the keypad. The two alkaline 9 volt batteries are installed firmly to attached clips in the base of the keypad. There are no pesky wire tops or clips that can become worn or broken with this type of configuration. This can be seen in *Photograph 8*.

The additional wire ribbon is wrapped around the batteries along the outside edge on the inside of the key pad. Once this is done, the key pad is pushed onto the mounting ring and snaps easily into place. *Photograph 9* shows the completed installation of the S&G 6123 lock on the safe door.

This keypad has a Chrome ring around the outside. I do not know if this is the new (fancy) keypad, for the 6123 Series. The standard keypad is all black around the sides.

Should you encounter an S&G 6123 that is locked out with no known combinations or a malfunctioning unit, the opening procedure of choice is to drill for the end of the lock bolt and pry the bolt back. Drilling into the lock case to trip the motor is unpracticed.

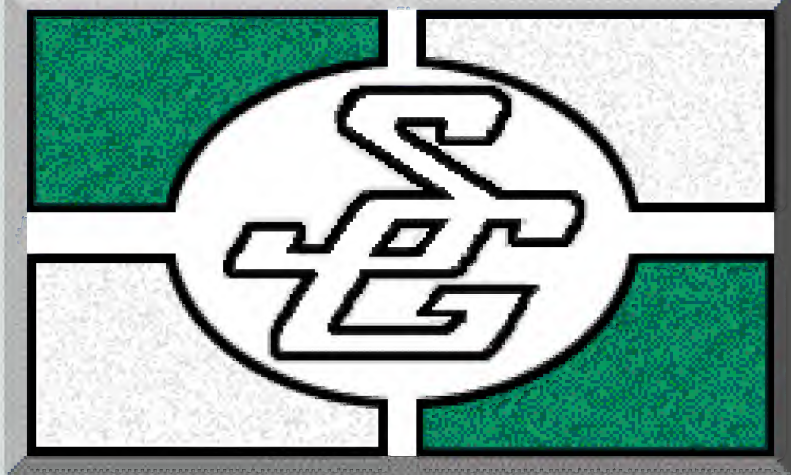
Now, on to the advanced options. As with most new electronic combination locks, to change a combination is to reprogram the lock. With the S&G 6123 series lock, the advanced combination changing is done with the keypad and access codes the technician inputs into the pad. There is NO need to have a separate control module or additional equipment to program this lock. The Model 6123 incorporates the following features into its programming:

1. A programmable Master Code which allows access to ALL programming functions of the lock.

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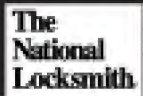
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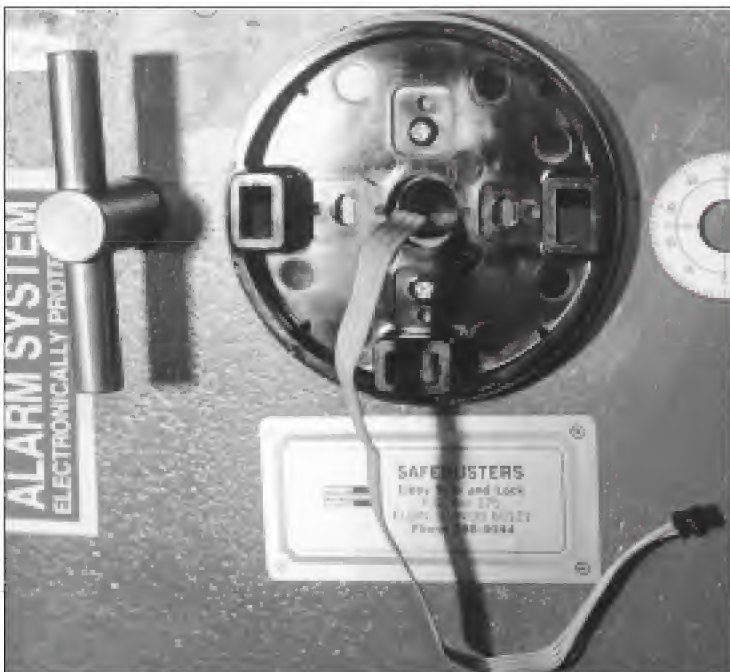
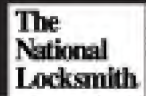


**5. Bolt is flush with outer case when withdrawn.**

2. A Supervisor Code which allows limited access to many programming functions. (Number 2)
3. Five separate user codes (Numbers 3,4,5,6,7)
4. Time delay from 1 minute to 99 minutes, and an Openable Window between 2 - 9 minutes.
5. A time delay Override - Two Modes Available
6. Dual control - two 6 digit codes required to open lock in any order.
7. Supervisor/ Employee Mode (Supervisor Code enables and Disables Employee Codes.)



**6. Bolt extends to the prelocking condition until handle is thrown.**

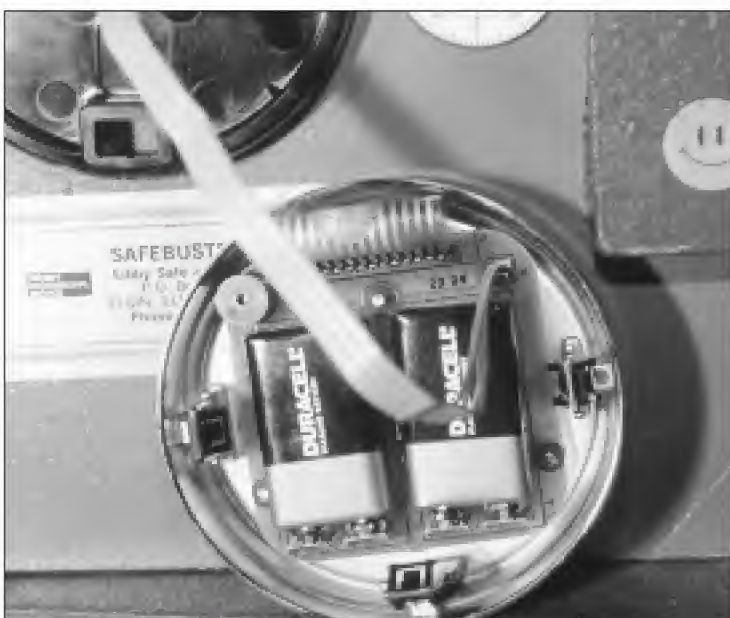


**7. Dial pad mounting bracket with ribbon cable and 1/4 inch four wire connector.**

8. Random dialing lockout protection. After 4 incorrect entries, a 15 minute delay is enabled. Trying to input a combination will result in a 'raspberry' sound when you press the # (number or pound) key at the end of the entry sequence. To beat this penalty, the Master Code and either a valid User Code or the Supervisor code must be entered.

9. A low battery condition is indicated by a change of sound of the opening beeps and the lock will beep 3 times. The second level of low battery warning is when you enter the correct code and the lock chirps 20 times. This lock will not open until new alkaline batteries are installed.

Programming the lock is not hard, and once you get used to it, is fast and easy. When you first receive the lock, the combination is set on the code 1,2,3,4,5,6, and then the "#" button is pushed. There are several Permanent Settable Features to this lock. Once programmed, these features are



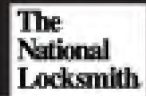
**8. Clip plugged into back of keypad and the two alkaline batteries installed.**

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**9. The finished installation. This dial ring has a chrome plate around the keypad.**

permanently set and cannot be changed.

The permanent features includes the Management Reset Code (MRC) and the Eliminate Time Delay Override Code. There are a lot of other features that can be set, and the

instructions are quite simple and easy to understand. Instead of going through all of them, we will just go through changing a combination and assigning a user number for that combination. There are quick ways to eliminate all previous combinations, or just change one at a time.

To enter a new combination:

Enter Program mode (74\*  
\_ {Master Code} #, X\* {Where X is a number between 2 and 7, 2 is the Supervisor Level, and 3 - 7 are user levels} \_ \_ \_ # {New Code}. To make it simpler, let us do a real combination, and change the supervisor code to 2,2,2,2,2. (Level 2) Here is the exact programming sequence, where \* represents the star key on the keypad.

74# 1,2,3,4,5,6 # 2\* 2,2,2,2,2 # 2,2,2,2,2 #. Rather simplistic, but easy. The time delay, supervisor mode, deleting a combination are carried out with different sequence numbers, but they are all explained in the complete directions included with the lock. All programming is done with the key pad and an Authorized Master Code.

The retail pricing on this lock is about \$250.00 for the lock body only, either deadbolt or springbolt. The complete lock with keypad sells RETAIL for about \$325.00. I was not able to get the wholesale price for this lock at this time. Electronically OPEN and PROSPER!!!

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# KeyMark by Medeco

—Part 2—

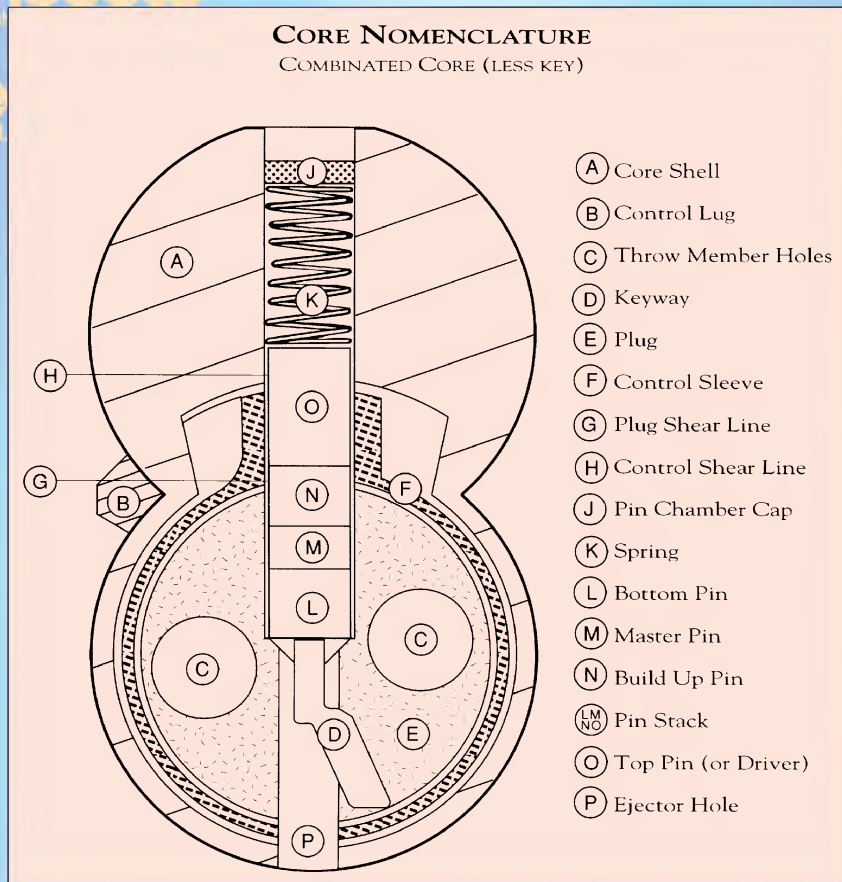


by  
**Jake Jakubowski**

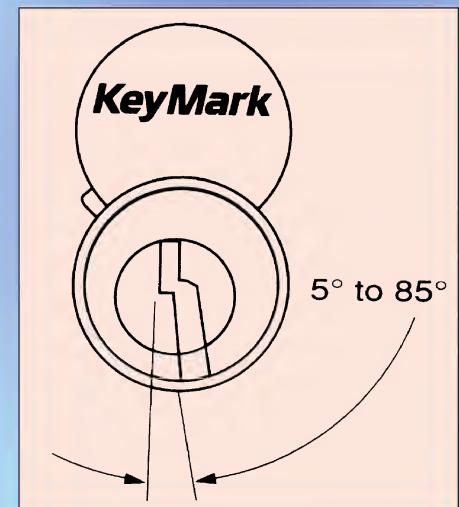
In Part One of this article in June, I wrote that the KeyMark™ line of cylinders and keys is a totally new,

innovative and effective means by which locksmiths could offer their customers absolute key control. KeyMark™ cylinders are retro-fittable to either a removable interchangeable core (Best/Falcon style A-2 systems) or to non-interchangeable core (single shear line like Schlage, Arrow, Corbin, Russwin, Sargent, etc.) cylinders.

Medeco® claims that their KeyMark™ line of cylinders will retrofit a greater variety of standard and interchangeable core cylinders than



**Illustration 1.** Core Nomenclature for the new KeyMark interchangeable core cylinder.



**Illustration 2.** The Security Leg can vary anywhere from 5 degrees to 85 degrees.



any other manufacturer in the market today. That means KeyMark™ gives locksmiths an opportunity to offer patent protected, retro-fittable key control, at a reasonable price, to a larger customer base than ever before.

To "sweeten the pot" so to speak, Medeco® will be offering under the KeyMark™ nameplate, their own line of key-in-

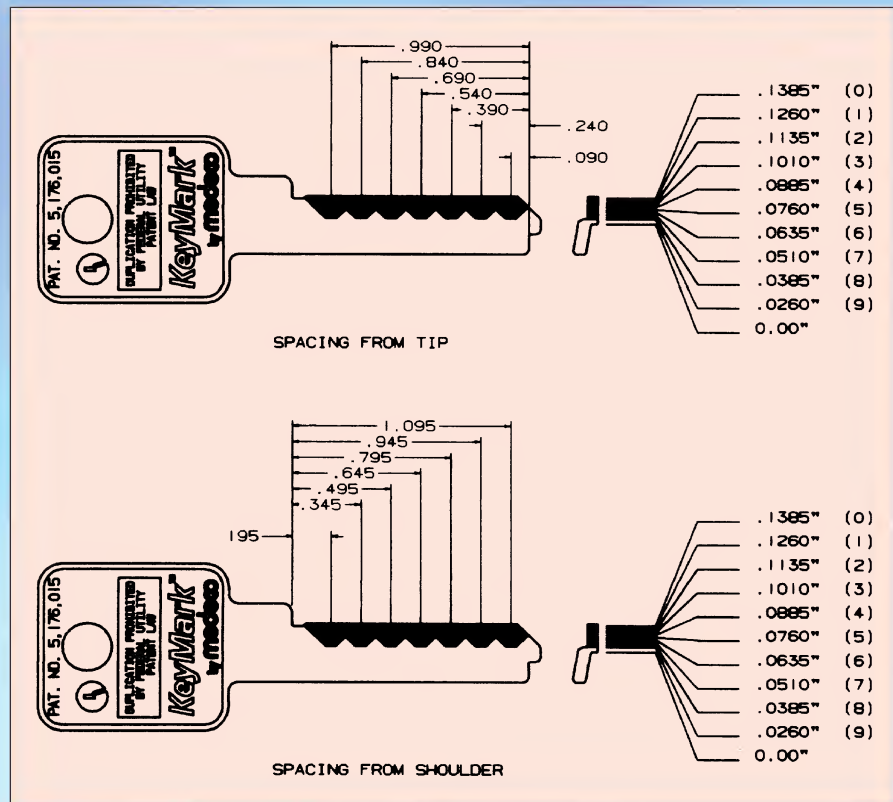


**Photograph 1. A coined KeyMark key.**

knob locks, deadbolts, padlocks and other locking devices. All of which, make KeyMark™ even more appealing. But, that's fodder for another article.

This month, I'm going to show you how to pin the KeyMark™ cylinders and cut the keys for this new system.

Illustration 1, shows the Core Nomenclature for the new KeyMark™ interchangeable core cylinder. Before you think, "Ho-Hum! Another I-Core," take a look at figure "D." In the



**Illustration 3. With a KeyMark A-2 system there are virtually no MACS violations**

drawing, you'll notice the unusual keyway. Medeco® calls this a Security Leg . It is this patented Security Leg

that makes the KeyMark™ truly unique.



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**Photograph 2. The current line of KeyMark cylinders and cores. However, there are more on the way.**

In *illustration 2*, you can see the Security Leg can vary anywhere from 5 degrees to 85 degrees. By adding different wards to the Security Leg, KeyMark™ cylinders have a potential of over 17,000 protected keyways!

*Photograph 1*, is a coined KeyMark™ key. Notice that there are

no angled cuts. In fact the depths and spacings are identical to any A-2 type interchangeable core system. That is: .0125 increments with a MACS of 9. That's right! With a KeyMark™ A-2 system there are virtually no MACS violations (*See illustration 3.*)

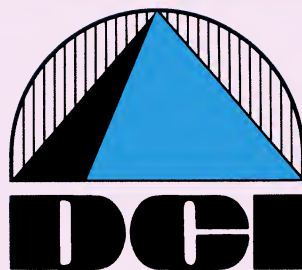
As with other I-core systems, all KeyMark™ keys are read from tip to

bow. However, with KeyMark™ the depths are referenced from the offset or "ledge" of the key rather than from the bottom of the blade. Since the KeyMark™ key also has a shoulder, spacing dimensions can be referenced either from the tip stop or shoulder.

From left to right in *Photograph 2*, is a combined 6-pin interchangeable core, a single shearline rim cylinder, a 7-pin I-core and housing, a 7-pin single shearline mortise cylinder, a 6-pin, single shearline key-in-knob cylinder and at the bottom of the photograph, the key that will fit them all.

On the left of *Photograph 3*, a KeyMark™ key-in-knob cylinder has been installed in a Schlage knobset. On the right is a KeyMark™ I-Core (6-pin) cylinder installed in an Arrow cylinder housing with a cylinder guard on a narrow stile aluminum door.

Because KeyMark™ gives you such a broad range of retro-fit possibilities like those shown in the foregoing photographs, you can take advantage of key control opportunities that you've never had before. If a customer wants to fit existing I-cores you can do it with KeyMark™. If a



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**Photograph 3. A KeyMark key-in-knob cylinder installed in a Schlage knobset.**

customer has standard (Schlage, Arrow, Sargent, etc.) knobsets and wants to retro-fit to a key control system, you can do that with KeyMark™. If a customer needs I-core on their exterior doors and would like to carry the keying system to their "standard" locks on interior offices - you can do that with KeyMark™. In other words, KeyMark™ could very well be the only key control system that you need to sell.

Although KeyMark™ keys do not utilize angled key cuts and "lift-and-rotate" pins like other Medeco® products, you do need - because of the Security Leg on the key blanks - a special machine to cut the keys for any KeyMark™ system you might sell.

Photograph 4, is the KeyMark™ Punch Machine.

**A**lthough not yet available, Medeco® is working with HPC to provide a set of KeyMark™ jaws and cutter wheel to be used on HPC's 1200CM. That development may make it more convenient for some locksmiths to take advantage of the KeyMark™ system.

Since KeyMark™ cylinders (both I-Core and single shearline) use the

space and depths of an A-2 system, you could use any standard I-core pinning kit to pin these cylinders. However, should you experience a cylinder or core failure, Medeco® might be reluctant to honor any warranties if you failed to use KeyMark™ pins. Photograph 5, is the KeyMark™ pinning kit.

The kit contains a pinning block, key gauge, ejector tool, capping tool, cam screws, rim and mortise cylinder cap screws, 6-pin key-in-knob cylinder covers, springs and pins. There are ten different bottom pins (0-9) with pin numbers 7, 8, and 9 being

mushroom pins to help enhance pick resistance. There are eighteen different top pins (2-19) with pin numbers 11, 13, 15 and 17 being mushroom pins (See Illustration 4 for pin specifications).

As with a Best/ Falcon A-2 system, the KeyMark™ I-core cylinder requires a pin stack total of 23 to function properly (See my article "Doin' it With Best/ Falcon - Part II, page 51, *The National Locksmith*,



**Photograph 4. The KeyMark Punch Machine.**



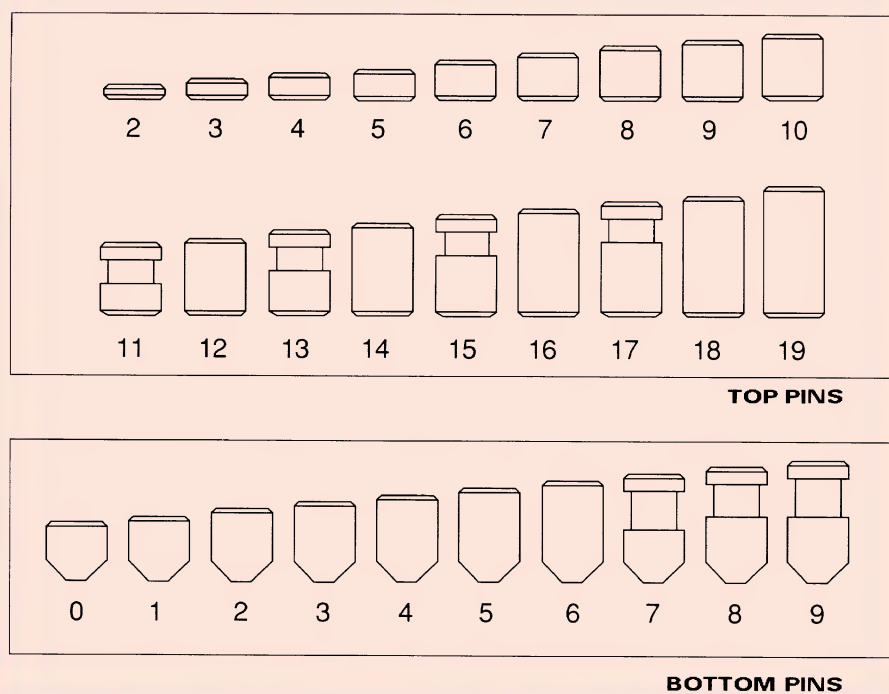
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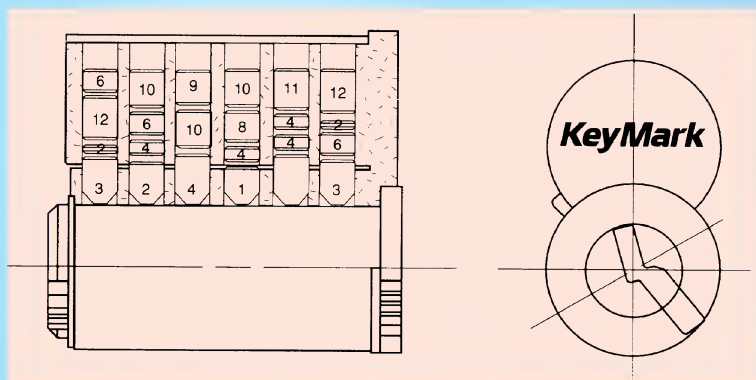




**Photograph 5. The KeyMark pinning kit.**



**Illustration 4. There are eighteen different top pins (2-19) with pin numbers 11, 13, 15 and 17 being mushroom pins**



**Illustration 5. The pins stack in a KeyMark I-core cylinder**

February, 1995. Also see Sal Dulcamaro's articles in the March and April issues of this year's *The National Locksmith*.) Illustration 5, shows how the pins stack in a KeyMark™ I-core cylinder and illustrates what I call "The Rule of 23".

In the interest of saving some time, I'm not going to develop a full-blown pinning chart for an A-2 type pinning system here. I going to show you a simplified way of pinning this type cylinder. This idea is generic and will work as well with KeyMark™ as it will with any other A-2 type I-core system. You must first know or determine the Control Key and Master Key bitting. Let's assume the control key is: 7-2-6-8-4-6 and the Master Key bitting is: 2-5-2-5-2-1 (from tip-to-bow.) Let's also assume you want your first change key to be 4-3-6-3-8-9.

In the first chamber (closest to the tip) your bottom pin is a two and the master is a two ( $2+2=4$  which is the change key depth.) The control key bitting is 7, and by adding "10" to that you get 17 (your control number.) From this you subtract the plug total of 4 ( $2+2=4$ ) from 17 ( $17-4=13$ .) This indicates to you that your control pin has to be a number 13 top pin. Now, your stack equals 17 ( $2+2+13=17$ .) The difference between 17 and 23 is 6. To complete your stack of 23 in the first chamber of your core, you need to add a number 6 pin as a driver.

Your equation for the second chamber would look something like this:  $3+2=5+(2 \text{ control key bitting} +10=12 \text{ control number})=17-10=7$  which is the control pin number. Now:  $3+2+7=12$ .  $23-12=11$  which is the driver pin number.

Now, look at it this way for chamber number three.

*Bottom pin: 2*

*Master pin: 4 Equals: 6 (Change Key)*

*Control Key: 6*

*Plus: 10*

*Equals: 16 (6+10)*

*Minus: 6 (Change Key)*

*Equals: 10 (Control Pin)*

*Total of Bottom & Master pins: 6 (2+4)*

*Control Pin: 10*

*Driver: 7 (23-6-10=7)*

*Total Pin Stack: 23*



The complete bitting chart would look something like this:

|    |    |    |    |   |                         |
|----|----|----|----|---|-------------------------|
| 7  | 2  | 6  | 8  | 4 | 6 - Control Key         |
| 2  | 5  | 2  | 5  | 2 | 1 - Master Key          |
| 4  | 3  | 6  | 3  | 8 | 9 - Change Key          |
| 2  | 3  | 2  | 3  | 2 | 1 - Bottom Pin Bitting  |
| 2  | 2  | 4  | 2  | 6 | 8 - Master Pin Bitting  |
| 13 | 7  | 10 | 13 | 6 | 7 - Control Key Bitting |
| 6  | 11 | 7  | 5  | 9 | 7 - Driver Pin Bitting  |

Regardless of how you determine your core bitting, when you pin your core, I recommend that you turn the keyway 90 degrees to the vertical and make sure the Control Lug is in the fully extended position. As you pin each chamber according to your pinning chart, each chamber will reach the same height in the plug (See photograph 6.) The core shown here is ready to be capped after I turn the plug back and add springs to each chamber.

Each KeyMark™ keying kit has a pinning/ capping block. Photograph 7, shows the core in the capping block. On the left, is the block before adding the springs and caps. On the right, I have placed the caps.

Photograph 8, is the capping tool in place. On the right side of the photograph, the capping tool has been hit with a hammer and "bottomed out" against the pinning block which



**Photograph 6.** When properly pinned, each pin stack will reach the same height in the plug.



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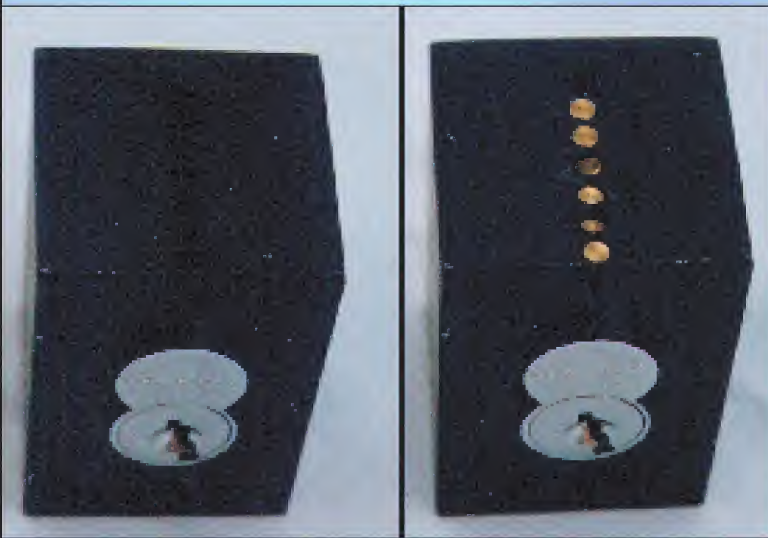


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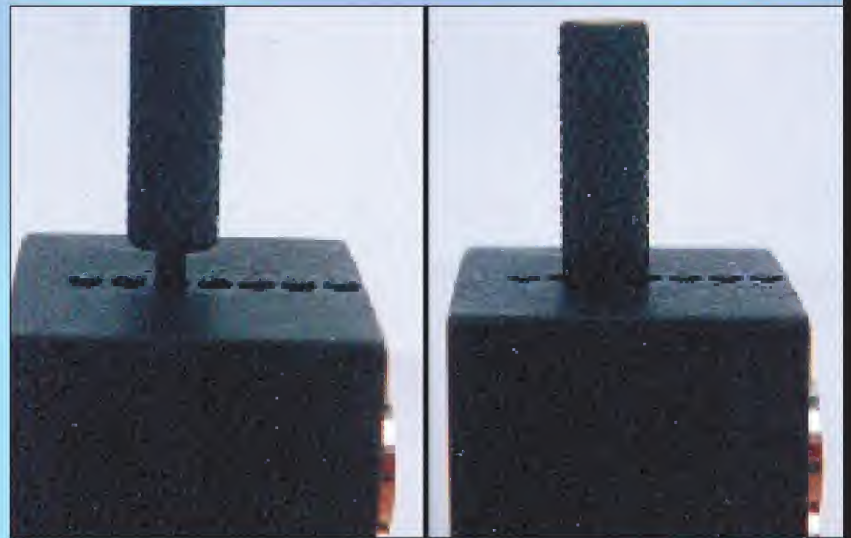
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**Photograph 7. Each KeyMark keying kit has a pinning/capping block.**



**Photograph 8. On the left the capping tool is in place. On the right, the tool has been struck and the cap is set.**

means that the cap is solidly "set" to the proper depth.

*Photograph 9*, is the completed KeyMark™ interchangeable core being inserted into an I-core housing.

Regarding the pinning of KeyMark™ single shearline cylinders. Since there is no need for a Control Key, the stack height is 19 rather than

23. to determine the stack height on a single shearline cylinder, simply add your bottom pin and master pin together and subtract the total from "19." The difference is the value of your top pin. For example:

Master Key Bitting: 2 - 5 - 2 - 5 - 2 - 1  
Change Key Bitting: 4 - 3 - 6 - 3 - 8 - 9

Bottom Pins: 2 - 3 - 2 - 3 - 2 - 1  
Master Key Pins: 2 - 2 - 4 - 2 - 6 - 8  
Stack Height: 19 - 19 - 19 - 19 - 19 - 19  
Minus Deepest Cut: 4 - 5 - 6 - 5 - 8 - 9  
Equals Top Pin #: 15 - 14 - 13 - 14 - 11 - 10



**Photograph 9. KeyMark interchangeable core being inserted into an I-core housing.**

If you'll refer back to *photograph 2*, you'll notice that the rim cylinder and mortise cylinder have allen screws retaining the pins and springs like a regular Medeco® cylinder would. Also note that the key-in-knob cylinder has a flat retainer cap that requires staking.

If you've worked with Best/Falcon in the past, you'll have no trouble handling KeyMark™'s interchangeable core system. If you have not worked I-core in the past, KeyMark™ is not that difficult to learn. As far as KeyMark™'s single shearline cylinders are concerned, they're no more difficult to pin or master key than any regular single shearline cylinder would be.

With millions and millions of retrofittable cylinders just waiting out there, KeyMark™ could be the opportunity that you don't want to miss. Give Medeco® a call now at 1-800-528-2670 and ask them to send you the KeyMark™ Information Kit.

Tell 'em: "Jake told me to call."

If you are going to be at A.L.O.A. on the 25, 26, and 27 of this month, stop by and see all of us at *The National Locksmith* booth! Y'all heah me now?

**TNL**



# CRACKED IN 0-6 SECONDS!!!

## Defeating The RX-7

by  
**Jake**  
**Jakubowski**

Every now and again, my mail holds a real surprise. The most recent one came on what had started out as a fairly routine, run-of-the-mill type day. Which meant that in addition to my having loads of locksmith things to do, I had to (since I was facing another deadline) come up with an idea and write an article so I could *keep y'all readin' all the high-qual'ty writin' that I'm so well-known fer!* Anyway, enter the mail-person.

The first envelope that I opened was from Tom Lynch, of Lynch's Locksmith Service, and it contained a drawing of what I wrongly assumed, at first glance, to be a Slim-Jim (Ho-hum!) and ten photographs. Now, I'm thinking, why in thunder would anyone want to send me ten photographs and a drawing of a Slim-Jim?

Taking my grandpappy's advice about when all else fails, read the directions, I set myself down to read the letter that was enclosed. That's when I found out that the "Slim-Jim" in the diagram I had so casually looked at - was only six inches long! My next thought was, what do you do with a six inch Slim-Jim? Well, this ittsy-bittsy "Jim" will bring a 1993-95 Mazda RX-7 to it's knees in - as Tom Lynch so succinctly put it - "0-6 seconds! Guaranteed!" The fact of the matter is, it takes longer to tell you how to crack this RX-7, then it does to do it!

Before I do my show and tell routine, I need to let you know what happened when I realized that this tool was really different with a capital "D"!

The first thing that I did was call Tom Lynch and asked him to explain the tool to me in terms that this ol' boy could understand. The result was that I thought Tom had developed something really different (even if it would - as it appeared at the time - only open the one vehicle) and he should talk to the folks at HPC and see if there weren't some commercial possibilities involved. He did. HPC liked the idea and the Mini-Jim™ (HPC CO-77)

was born and should now be available from your favorite supplier for about \$4.75. That's right, \$4.75. You can't beat it, especially once you know about all the other vehicles it will open besides the Mazda RX-7. Even if all it opened was the RX-7 it would be worth it.

While working out the development and production of the Mini-Jim™, HPC has found that the Mini-Jim™ will also quickly open the:

- '96 Toyota Corolla
- '96 Maxima and Stanza
- '96 Neon
- Subaru Outback
- Mazda 929 and others.

I mean to tell you, this little tool will open this sports car literally in the blink of an eye. My grandpappy once said "a picture was worth a thousand words," so I'm going to let Tom's photographs speak for themselves.



**Photograph 1. The Mazda RX-7 locked.**

*Continued on page 150*



*Continued from page 150*



**Photograph 2.** The lock is positioned above the tumbler.



**Photograph 4.** Angle upward toward the lock cylinder.



**Photograph 5.** Insert the tool to the notch.



**Photograph 6.** Tilt the tool inward and pull down.



**Photograph 3.** Here's where you insert the tool.

*Continued on page 152*



*Continued from page 150*



**Photograph 7. The door opens.**

*Photograph 1:* A locked Mazda RX-7, defying anyone to open it. Standing next to the smug looking RX-7, we have Tom Lynch smiling like a Cheshire cat, eager to perform his form of magic on this \$40,000 vehicle.

*Photograph 2:* This is the door handle and lock cylinder configuration on this vehicle. The lock is positioned above the handle.

*Photograph 3:* Tom is pointing out where to insert the Mini-Jim™. It will insert through an opening under the handle near the right edge.

*Photograph 4:* The Mini-Jim™ is inserted through the



**Photograph 8. The inner panel removed.**

opening at the right side of the door handle and angled slightly upward toward the lock cylinder.

*Photograph 5:* The indentation and scribed line on the Mini-Jim™ is even with the bottom of the door handle. This indicates the tool is inserted to the proper depth to catch the lock linkage.

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**Photograph 9. With the panel open you can see...**

*Photograph 6:* With the tool inserted to the proper depth, the handle is lowered in preparation to unlock the door. Now, just tilt the tool inward and pull down. Lifting the handle slightly improves tool movement. When door unlocks, remove tool.

*Photograph 7:* Then open door!

*Photograph 8:* The inner lock cover panel has been removed to expose two screws that hold the lock/handle assembly in place.

*Photograph 9:* With the handle assembly pulled out and



**Photograph 10. ...how the tool does the job.**

the tip of the Mini-Jim™ in position over the lazy pawl on the back of the lock cylinder, you can visualize how the Mini-Tool works.

*Photograph 10:* Once in position, just tilt the back of the Mini-Jim™ upward, and pull down. It's that easy!

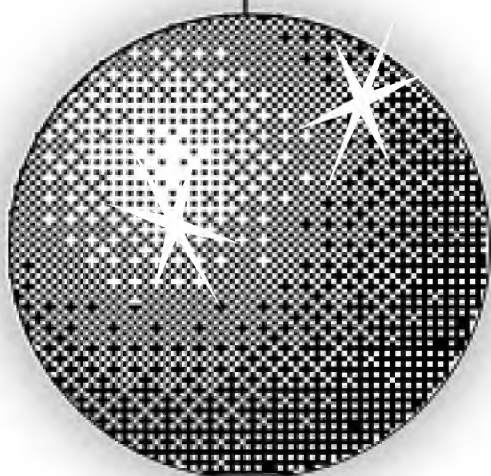
Well, friends and neighbors, there you have it! The new Mini-Jim™ from HPC and the opening procedure that I just outlined is slicker than 'possum grease! For the price of \$4.75, you just got to have one. To get your very own Mini-Jim™, contact an authorized HPC distributor or call (847) 671-6280 for a distributor near you. **TNL**

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# Do The Hustle!



by  
Tom Lynch



**D**o you remember John Travolta in the movie "Saturday Night Fever?" A New York street kid dressed in that snappy white polyester suit, whose hip swinging moves electrified the disco clubs in the early 80's. Or how about that movie called the "Sting" starring Robert Redford as a con artist? Well this article has nothing to do with either one. This isn't about some locksmith dressing in a tight white suit, and it certainly isn't about the art of ripping people off.

Hustling in the sports spectrum is the drive that determines the winners and the losers; in the military it is what separates the men from the boys. In business it is the ability to survive, financially that is!

#### **Public Perception:**

Everyday we hear the same complaints about the locksmiths image and how the public doesn't really know what we do. That perpetual

howling about the home centers and chain stores is evolving from a crutch to a stretcher for those who stand idle and wait for the business to come to them. How often have you heard someone

***With all the articles on business management and marketing, none have focused on "The Hustle!" For some this may be below them, for others, it can be the difference between sinking and success.***

say "I didn't know you did that, I thought you just made keys!" Or "I never thought about going to a locksmith!"

I'm sure you have heard these comments, and I know how hard you try to convince these people about

your services and abilities, but it's too late. You may have won their sympathy, but you didn't get their business. It is true that there are many forces working against the locksmith, which is causing a reduction in profits. This doesn't mean that the sky has fallen. If you are applying your trade in an assertive fashion you will survive.

With all the articles on business management and marketing, none have focused on "The Hustle!" For some this may be below them, for others, it can be the difference between sinking and success. While attending a local association meeting one evening, I listened to our speaker explain that the percentage of exposure that the average consumer has with a locksmith was approximately 1.6% of their lifetime.

***Continued on page 156***



### Continued from page 154

Well I'm not sure if that was accurate or not, but it made sense and I thought about it very much. Shortly after that presentation I realized that if I could increase my presence to the average consumer, then I would naturally increase my profits.

### Marketing Concepts:

The big question was how? Should I invest more into the yellow pages, flyers, stickers or what? Neither option appeared to be very attractive until one morning when an older gent from the neighborhood approached me and asked how things were going. After a short time, I began to listen to this old timer with great respect. It turned out that he was an original "Tinman."

**F**or those who haven't seen that movie, it's about an aluminum siding salesman and how he hustled door to door selling his products, and that's exactly what he recommended to me. "Take it to the people" he said. Find a volume of people and sell yourself, because it's the law of averages that will up your sales, but it's your salesmanship that will win them.

After listening to some of these great tips, I went about my daily routine until I was called for an auto lockout at the local flea market. Upon arriving I was amazed at the volume of both cars and people! I quickly opened the car and listened to my customer's comment on how grateful he was that I showed up, and that I should stick around because he felt that I might pick up another lockout. Two helpful tips in one day; in New York, what's going on here! I did stick around, and I had people approaching the truck looking for duplicates of their keys. Not bad I thought, a marketing strategy!

### Market Location:

I did my research and found that the flea markets were not a new concept, some had tried and failed while still others were enjoying healthy profits. Now I know that to some of you the thought of hustling the flea markets is like shopping at Home Depot, but you'll soon understand the potential of this market and the opportunities you may have overlooked.

Let's begin with the most important factor. Your choice of market is critical. If you live in an area where the only market looks like a garage sale, move on. Your time invested isn't worth it. Seek out large active markets



1. An old "pop up" camper that had been stripped down so that it could be used to haul wood was the ticket.



2. With a little thought and an assortment of bright key fobs and keycaps along with small American flags, this venture was ready to launch.

with a variety of vendors selling both old, new and food. Your travel to markets like these may not seem to be worth the trip, you must decide your territory. I travel one hour to reach my chosen market.

**V**olume is your target, markets that draw 20 vendors will not draw the masses you may like. Markets that draw 500 vendors will certainly pull in the crowd needed for you to profit. Remember, the vendors know where the active markets are, so make friends with others while you're there and you will learn about other areas. These vendors are also

potential customers. If you determine the amount of vendors setting up at your market and provide a special deal for them such as 2 for 1, then you will have immediately established a draw.

### Promotional Concepts:

I have worked markets that have had 1200 vendors on certain holiday weekends and have offered "Dealer price" specials to all vendors. If I am able to profit at the least, \$1.00 from each vendor, then my time is well spent. Even half of that would be fine. In most cases though, you will cut more than one key from those that will take the offer, this will more than





compensate you for any shortage in response to your offer. Vendors in these size markets come with trailers that are padlocked, and they are always needing extra keys.

**A**s I mentioned above, markets with many vendors will draw a large crowd. It is all relative. I have hustled a market which had 1200 vendors and over 100,000 customers milling about. I don't know of many lock shops that have that many potential customers pass by in a given day. If you only attracted 1% of that volume, you can sleep well that night. This is also assuming that you are only cutting keys. Where there's large crowds of people, there are many cars in the parking lot. Lost keys, and lockouts are not uncommon. One lost VATS key and you're on easy street. A couple of lockouts and you just paid for a new piece of equipment you needed to grow your business.

#### **Location, Location, Location:**

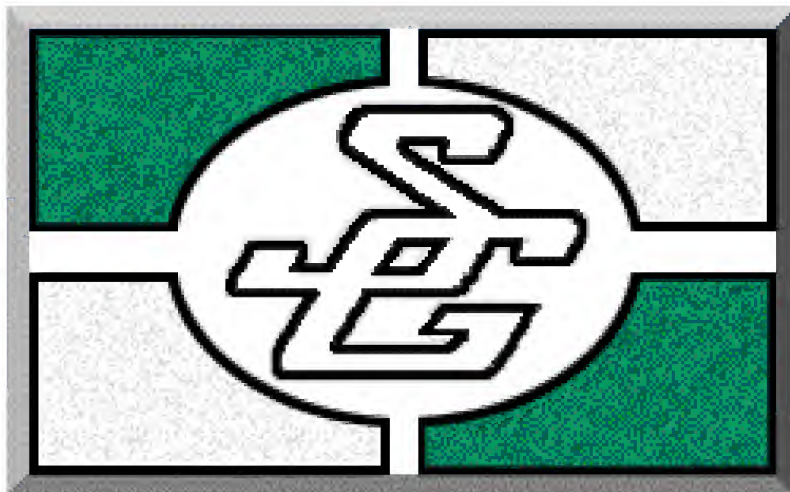
Now that we understand where to go to set up and the idea behind volume, let's talk about your location within the markets. Key duplication in this atmosphere is strictly an impulse sale. Customers trying to cover the antique section quickly so as not to miss any good deals may not think twice as they briskly walk by you, but if you were set up close to the food areas, or bathrooms, you will see a different response.

I have found that being close to the food areas is the best. Customers will arrive in these areas wanting to be refreshed and will take a breather from there treasure hunting. While regrouping their thoughts, they get the impulse to get an extra key made that they had been putting off and believe now is a good time while they are taking a time out. More importantly the food areas offer you the steady volume you will need. For example, in August I setup next to the ice cream dealer, in October I setup next to the gourmet coffee and cocoa lady. But I always stay within the same area I was prior. If you move to many spaces from your last appearance, you will lose repeat customers. Yes that's right, I said repeat customers. You also want the other vendors to know where you are setup so they can send those people who do get locked out or need a key made for that antique gumball machine or trunk they just purchased. I have even made keys for slot machines and even a parking meter.

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### Visual Aesthetics:

Appearance of your space is the key to the perception your customers will have of your service. During my research period, I would just pull up and open my service truck doors and place a sign out in front of the throngs of people. I did okay, but I realized that there was no impact that would stimulate the customer. I then tried a table setup with keychains and accessories. This increased my exposure a bit more but also took more in setup and transportation. Finally, I found the answer (*Photograph 1.*)

Lying in the back yard of my sisters house was an old "pop up" camper that had been stripped down so that it could be used to haul wood. It was an ugly sight at first, but with some TLC and a spray gun, this trailer was ready for promotion. I took the trailer to the sign man and we applied bright orange lettering and made a sign on red fiber-board using white letters. With the graphics complete we installed the counter for key machines and the white pegboard. It was so bright and clean that it was impossible to miss! With a little thought and an assortment of bright key fobs and keycaps along with small American flags, this venture was ready to launch (*Photograph 2.*)

### Machines and Key Board Control:

Selection of the key machines needed to do the job is strictly up to you, and the type of demand you receive from your customers. I have found the Silca Cadet to be not only a little workhorse, but easy to load and use for this setting. I also utilize the Ilco 25, but you should use what you have until you earn enough to buy another machine. I also keep my Curtis #14 clipper ready with the GM carriage loaded.

On the counter is a VATS decoder with blanks. All key machines are run off a Honda generator which sits below the counter top, out of sight of the customer (*Photograph 3.*) Specialty machines can be utilized if the demand is there, but try to keep it simple. If you have the equipment in your service van, leave it there and work the specialties out of the van. For example; any high security, 2 or 4 track, Ace or flat steel. I have seen an increase demand for the higher security keys, but you should keep in mind that unless you are making a lot of these keys, it is not worth risking



**3. All key machines are run off a Honda generator which sits below the counter top, out of sight of the customer.**

any damage to your machines in transit. It is more sound advice to direct these customers to your shop or arrange a service call.

### Key Control:

The transportation and keyboard arrangement can be a problem. Individual hooks will become so time consuming and tedious that you call it quits before you try. I had originally disassembled a key carousel, removing the key racks. Having these four racks enabled me to mount and move 65 different keys at one time. It also allowed me to transport them by stacking in a box with cardboard separating them. As my need for more blanks grew, I needed to find racks like these. Luckily, I did.

Hardware Merchandisers, Inc. of Florida 1-800-423-4712, offer these racks as well as key blanks. The racks are usually set aside for buyers of keyblanks. I was able to purchase these racks if I would order 5 sets or more at a time. You will get 4 racks per set giving you a total of 272 hooks; 68 hooks per panel. The stock number is 722. These racks measure 22" x 9" and work great! The cost is approximately \$30.

Since using these racks, I have been able to set up my key board in minutes. A labeled key blank board is

shipped with these racks to assist you in key placement should you choose to use them.

### Keep It Simple:

As far as key blank arrangement goes, all locksmiths operate differently and you should use whatever system works for you. I will share what I believe is a simple format. All foreign auto blanks are by "X" number, starting form 1 on up (I bring all of them.) All domestics autos are by "EZ" number. Padlock, Desk, Mailbox etc. also by "EZ" as well as the cylindrical keys. Specialty keys are on their own panel with no real order, their identity is easy to see. Keep in mind that each of these "classifications" of key blanks represent individual key hook panels, at no time will a padlock keyblank run into a panel for any other class of keys. This keeps my panels apart, neat and very easy to find.

If a customer needs a key that you are not sure of, you can ask what it is for and if they reply with "a tool box" then you would go directly to your padlock, desk panel. Trying to blend all your keys into one board can slow you down when you become busy. This method has also proved valuable when training an apprentice to take over for you. Of course if you have key

*Continued on page 160*



*Continued from page 158*

carousels or assorted key boards, then use them to your advantage. This is just an example of how to get started quickly.

#### **The Hustle:**

**S**o far we have covered market location, promotion concept, location, machines and key board control. Now let's do "The Hustle!" What is The Hustle? you ask. It's the silver tongue, the art of the sell, the promotion of your product and the promotion of your craft. There is a big difference between being aggressive and being assertive. Webster's dictionary defines aggressive as, "marked by combative readiness." While assertive is defined as "to state positively, to demonstrate the existence of." If you rely on the aggressive approach to prove your point and win a sale, you will quickly learn how being assertive not only wins the sale, but wins a customer.

When dealing with your customers you will learn to develop skills such as "mirroring," public speaking, up-selling, key reading, key blank ID, customer relations, and more. In an environment which is the hotbed of bargains, you will quickly learn how to sell your skills at the appropriate prices. This is not done by caving in to the "let's make a deal" people, and is also not done by retreating when someone compares your prices to the hardware store. You will become assertive and sell your craft. You will begin to hustle.

#### **The Schmooze or How To Bait And Hook:**

Up until now I have not discussed how to "schmooze" your potential customers. Your individual style may work for you, while mine may not. You will have to decide what works and what does not. I will cover some scenarios that may help you grasp the idea. Let's begin.

You have just finished your site setup and you introduce yourself to your surrounding vendors. "Gee, that's a great idea" says the jewelry lady. "I could use some spares but whenever I try to get them made they don't work."



**4. Take advantage of every moment you can to sell your craft.**

"They don't?" you exclaim. "Have you taken it to a professional locksmith?"

"I have taken it everywhere, she cries out."

"Yes, it sounds like you have, but have you taken it to a professional locksmith?"

"I have taken it to three different places, she says" "Well I'll tell you what, I will make you a key now and I guarantee that it will work or I will give you your money back!"

"Wow, those guys at the hardware store wouldn't do that."

**H**ere is a perfect opportunity for you to not only explain to the customer what a professional locksmith is and does, but you also will show them by providing them with what they have a need for. You see, the customer never really visited a locksmith. I guarantee that after doing this, you will have planted a seed in your customers to seek out a professional like you.

#### **Customer Testimonial:**

After cutting the key that works, you tell your customer about your guarantee and that if for any reason they feel they are not happy to let you know. But, if they are happy you

would like them to yell from 20 yards away the next time they see you, "Hey, those keys worked great!" and you will give them a discount on their next set. Do this with a smile and a thank you and you will be startled by how many people will do it. This loud outburst will attract the attention of others who were skeptical about whether your keys would work and were unwilling to take the gamble. These same people will now become your customer and you will now have a stronger example as to why your prices are what they are. Remember, most key cutting is impulse, it is up to you to stimulate it. Most people will not question your price when the impulse is strong, positive and fulfilling.

#### **Customer Control:**

Now let's look at the guy who just wants to lock horns with you.

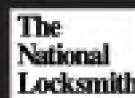
"Hey, how much to cut a simple key?"

"I would have to look at it" you state, "there are different prices for different keys."

"Come on, come on, a simple key how much?"

You explain your basic group pricing to the fella and he explodes

*Continued on page 162*



#### Continued from page 160

"That's nuts! I can get it cheaper at SO & SO Convenience store."

Is that right you reply, where is that?

"In my town where I live, about 40 miles from here," he explains.

"Well if you think its worth your time in travel and gas to save the difference, then by all means use them. But you are here now and I can help you. I sell convenience so why waste your time. I would hate to see you lose your keys between here and there and really have to pay to have them replaced. Is it really worth it?"

These kind of people are tough, but very often they come around, just do not waste too much time with them. There are some who do this type of thing with everyone and engaging an argument with them is only going to scare off quality people. Always remember to refer them to that other guy several rows away who cuts keys for less. (You know that guy who doesn't really exist.)

#### The Soft Sell:

Now here is a winner. A nice lady approaches you and asks for a

foreign auto key to be made. You reach out and take her key. You then notice that her code number is stamped on the key. Ask her if she is aware of what that number is? Most will not. Explain that this is the code number to her car and that she should take that number and record it in her files. Better yet, tell her to write it on a piece of masking tape and place it somewhere under her dash so that if she ever lost her keys, she can call a professional locksmith like yourself who can open her door without damage and make a key for her quickly. The typical response is, "I will do that, I never knew that, thank you very much. Have you got a card?"

Take advantage of every moment you can to sell your craft. When someone is asking to have a duplicate made, stop them from taking it off their ring unless it interferes with your machines. Having their keys in your hands is the most powerful prop you can have to upsell. Look at the keys quickly and ask them how they like their CLUB, or their Baldwin handle set. Watch the looks on their faces when they ask how did you know that? Tell them how their keys tell a story, explain how you are trained to identify many keys. Also take that time to point out that GM key that is worn and sell them on the need for a code key. Grab your clipper, sight read the key and cut it. "How did he do that!" This guy is great, yells your customer. Sell your craft. (Photograph 4.)

I could go on and on about how to hook your customers, but for now I will cover the basics. You will have to run with this information and make it work for you.

#### Market Research:

Market research. Now there's a interesting concept. Day in and day out we rely on what the manufactures rep is promoting as the cure all, the ultimate in what the public needs. How often have you invested in what you think your customers need and want, only to find out that was not the case. But, you saw it in the trade magazines, you saw it in your competitors shop, why aren't these things selling?

Stop and think about it. We as locksmiths are the industries' end users. We are the ones who parti-


cipate in market research when we give feedback to the manufactures. With this powerful information, these manufactures make changes or will steer in a certain direction that will benefit their bottom line. As do they, so should you.

**C**onducting market research is easy. For example, I had taken every possible sample of high security cylinders to a market and while duplicating keys, I would ask the customer if they would like to help in my market research while I'm busy making their key. I ask them to look over all the locks, try the keys, remove them and examine them and tell me which one they were drawn to most, and why. I ask them do describe to me what they liked and disliked with all.

This information is invaluable because it is not the locksmith or the manufacturers reps telling me what will sell. It is the person who will buy it and they're telling me how to sell it to them by providing me with the features and benefits they were attracted to. I have done this with many different products and you would be surprised at some of the results.

#### Closing Comments:

I can hear it now. Many locksmiths view a flea market as a place where the keycutter will go and low ball the established locksmiths in order to make a little scratch. I can understand this concern. But, it is important to understand that if this setting is handled with professionalism, pride and promotion, the benefits are wonderful. I have had local locksmiths come to my market to shake my hand and thank me for referring customers to them. Each and every one has met me without hostility and appreciate the educational process I engage the general public in.

**Y**ou can increase your exposure to the general public and increase your potential. It can be done at street fairs, auto shows, county fairs, you name it. It is up to you to increase your crafts exposure to the general public. Our own national association doesn't even have a public relations committee to target the consumer, so how is the public to know what it is that we do? The energy and effort you put forth to succeed is what I call "The Hustle." 



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# FRAMON'S NEW DBM-1

A look at the  
newest manual flat  
key duplicator.



**1. The Framon DBM-1 is an American made manual specialty key machine designed to duplicate flat steel keys.**

## Product:

The Framon DBM-1 is an American made manual specialty key machine. Its purpose is to duplicate flat steel keys, primarily used in the safe, vault, and safety deposit box divisions of locksmithing (Photograph 1.)



**by  
Giles  
Kalvelage**

## Features:

This machine comes complete with deburring brush, retractable key guide, and, while a variety of slotter cutters with various thickness may be purchased, a .045" cutter is supplied with the machine. Optional cutters are .035", .055", .066", and .088" in width. Cutters can be combined to increase the cutting width, if so desired. The manufacturer recommends using a .045" and .055" thick cutter teamed side by side to cut slots of .100" as found on LeFebure keys.

The guide wheel has individual settings to accommodate the variances in slotter thickness. Using the same cut thickens for the slotter and guide as the original key not only helps to make key duplicating more accurate by providing for single straight cuts, but also increases safety by reducing the potential for breakage from the accidental side to side pressure placed on the cutter wheel. Remember - any slotter cutter will have a tendency to break when side pressure is placed on them. Always wear safety goggles when cutting keys.

## Operation:

The guide is spring loaded. The key cut of the original key will be placed and engaged into the guide before the keyblank touches the cutter. The original key and guide will be pushed straight toward the body of the machine, producing a near perfect right angle cut. The standard .045" cutter can be used to cut keys with cuts wider than .045". A series of straight in cuts will be necessary to complete a wider cut.

Each cut should be performed carefully, taking .045" or less off of the keyblank during each stroke. This method, while acceptable, is more

*Continued on page 169*



Continued from page 164

**2. The calibrated dial located behind the guide is marked in thousandths of an inch.**

likely to cause the top corner of each adjacent cut to become somewhat rounded instead of square. Remember, if the .045" cutter is used, the .045" section of the guide must also be used. Extreme caution should be exercised to prevent accidental side to side movement which could cause cutter breakage.

The DBM -1, also sports micro adjustment for the optimum in depth

For the locksmith who frequently cuts flat keys, this machine would probably prove a welcome addition to his or her legion of machines.

cutting accuracy. The calibrated dial located behind the guide is marked in thousandths of an inch (*Photograph 2.*) Two identical keyblanks are placed in the machine, one at the guide and one at the cutter. If the cutter cuts the keyblank, a measurement is taken of the cut and the calibrated dial is rotated, per instruction manual, to adjust the cutting depth. The calibrated dial is graduated at .001" increments for easy depth adjustment.

Spacing adjustment is never required as the keys are gauged from the stop of the key at the cutter and the guide. It is recommended to load the keys in the vise with the key's stop

slightly to the left of the left side of the vise just in case the keyblank's tip requires modification compared with the original key. It is easier to gauge the keys if the guide is pushed toward the machine body and clamped in place. When both the keyblank and original key are secured in their vises, release the guide clamp.

**Performance:**

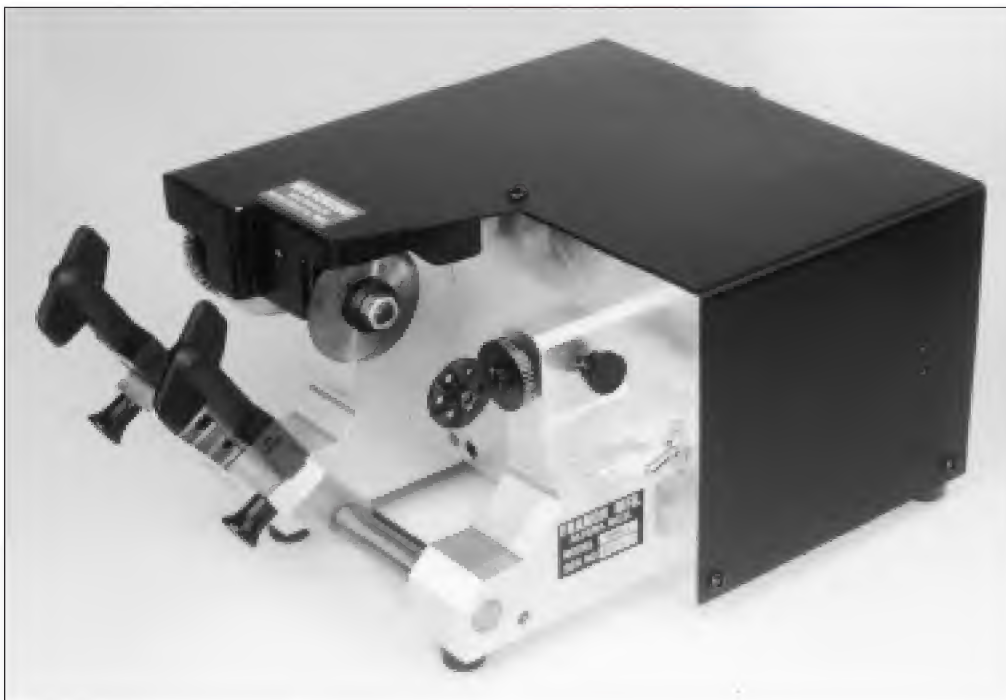
This machine cut flat keys well. We even put two keyblanks in the cutter vise, one on top of the other, and cut them at the same time. The vise held

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**3. The machines' compact size allows it to fit onto most workbenches even small truck workbenches.**

the blanks and both keys worked the lock. The machines' compact size allows it to fit onto most workbenches - even small truck workbenches (Photograph 3.) Unfortunately, the model we tested would not run using a

Redi-Line 500W DA-12A generator, even with a "push". (Some machines run at less than 500W but require a higher initial starting wattage, but will start if the cutter wheel, brush, or pulley is manually pushed to start.

While many locksmiths start their higher wattage machines in this manner, it can be a dangerous practice.)

## Comments and Suggestions:

For the locksmith who frequently cuts flat keys, this machine would probably prove a welcome addition to his or her legion of machines. The accuracy of the machine is good, but to take the utmost advantage of its capabilities, an inventory of optional cutters should be purchased. The wire deburring brush suffered from the usual complaints of wire brushes - touch them and they'll draw blood and the loose wires fly off. A non metallic deburring brush may be a safer upgrade. Finally, a motor which is compatible with a RediLine 500W DA-12A would be a big plus for this machine to the mobile locksmith.

*Manufacturer's suggested list price for this machine is \$919.00. For more information contact Framon Manufacturing at: Phone: (517) 354-5623, Fax: (517) 354-4238.*

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# IMPRESS-EZE IMPRESSIONING AIDS

by  
Sal Dulcamaro, CML

For many locksmiths, the biggest stumbling block to impressioning is not being able to see the very faint impression marks on the surface of the key. The ability to produce an impressioning mark has a great deal to do with the material of the key blank. A nickel silver key is not recommended for impressioning because of its comparative hardness. A much softer brass key blank is usually the key of choice for impressioning.

Some years ago, aluminum keys were widely available. Although aluminum is fairly soft, it can't match brass for the ability to withstand bending and twisting without breaking. When it comes to standard production key blanks, there are no real practical alternatives to brass key blanks for impressioning.

Lockmasters has recently introduced a limited assortment of modified key blanks that certainly outdoes brass for showing impression marks. They are called Impress-Eze Blanks, and two different samples of these customized impressioning keys are shown in *Photograph 1*. The key on top will pass for a variety of Yale sectional keyways, while the key on the bottom will work with the basic Weiser/Falcon keyway. Impress-Eze blanks are currently available in twelve different varieties or keyways, but by design are not limited to twelve keyway broaching patterns.

For example, there is only one type of Impress-Eze key blank for Schlage locks. The key blank used for Schlage is an Ilco A1145L. That key is effectively a master key blank for a large percentage of the common Schlage keyways. It will enter Schlage's C, E, F and G keyways. Because it is a six pin blank, it will work with five or six pin locks. A few other Impress-Eze key blanks are also intended to pass for more than one

keyway. That cuts down the stock you will need to carry in inventory, if you choose to use this product.

## How Are They Made?

A diagram of the basic design of the Impress-Eze blank is shown in *Illustration 1*. Lockmasters starts out with an ordinary (off the production line) key blank, from one of the companies that makes key blanks.

Each key is milled in each of the tumbler positions down to the depth of the deepest cut used by the particular brand of lock. The milled cuts are positioned in each of the tumbler positions, just slightly wider than the width of the tumbler itself. A small amount of material from the original key blank remains between each of the milled cuts to retain most of the strength of the original key, and it tends to minimize the greater likelihood of the key breaking during impressioning. The material cut away is eventually replaced with a softer metal, which resembles lead but may be a special mix of metals.

*Illustration 1*, shows two bottom pins positioned over the soft metal portions of the key. The one shown closer to the shoulder is the type of bottom pin used in Kwikset or some Weiser locks. It has a wide flat in the center of the pin, which often makes it fairly difficult to impression. The other bottom pin illustrated is shown in the last cut position near the tip. That is a more common bottom pin with a tip that comes to almost a point and tends



Photograph 1 The new Impress-Eze impressioning key blanks by Lockmasters.

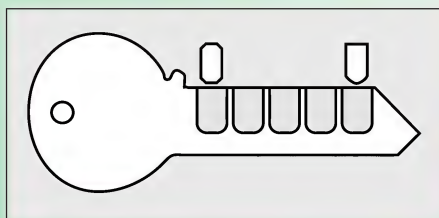


Illustration 1 The Impress-Eze key blanks are manufactured by removing brass material and replacing it with a much softer material.



to mark easier than the type with a wide flat.

Because of the spacing, it is pointless to substitute a different brand key that would otherwise enter the keyway of a particular lock. All the bottom pins in the lock should set directly in the middle of each of those prepared surfaces. The key to getting clear and obvious marks is the tumbler pushing into soft metal. If the pins are not positioned over the soft metal, your impression marks would show up no better than if you used a standard brass blank.

### Altering Impressioning Techniques

When Lockmasters says that Impress-Eze blanks mark so much clearer and deeper than standard brass blanks, they aren't kidding. It's like night and day. If your only shortcoming (when it comes to impressioning) is that you can't see the impression marks, then Impress-Eze blanks are just what the doctor ordered. If your impressioning skills are lacking in other areas, these keys will not necessarily solve your problems. If you file too deep in one

spot, (like a standard key) it will continue to mark in error until you file as deep as a pin can set in a chamber. The Impress-Eze key will only visually enhance your impression marks.

There are a few other consequences when using Impress-Eze blanks, which may affect and alter your impressioning techniques. The

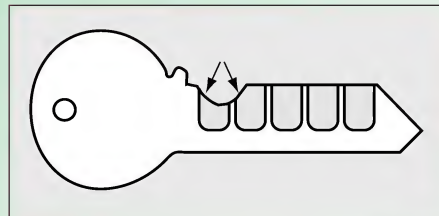
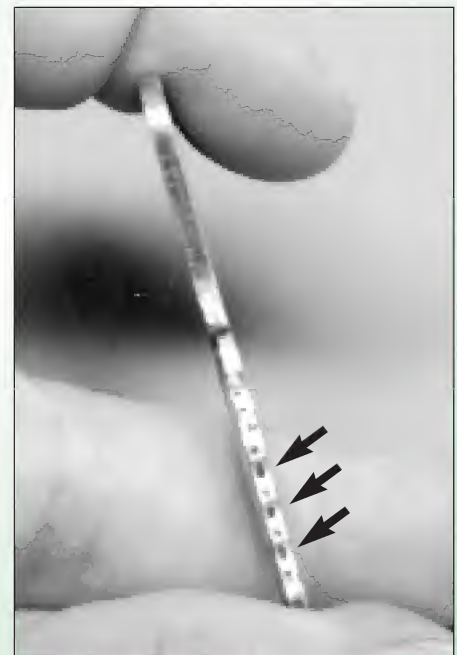


Illustration 2. Filing against the harder brass surface may give you the sensation that you are removing less material than you actually are.

consequence to which I had already alluded to is how easily the key marks. Because of the softness of the key surfaces, it will mark quicker, easier and in more places than if you had used an ordinary brass key blank. If you don't train your eyes properly, you may find yourself getting more false marks than you are used to seeing.

You may also find that you are getting marks in every position every time, when a brass key would only mark in two or three spots. It may not be wise to file every spot where you see an impression mark. You may wish to file only in the deepest and clearest marks, and patiently hold off on other easily visible marks that are not as deep.

Another change you may need to make, with Impress-Eze blanks, is your file strokes. If you tend to make fairly heavy file strokes, you may end up taking off an excessive amount of



Photograph 2. Impression marks are clearly seen on the Impress-Eze blanks.

material in each stroke. When you start filing when the key is completely blank, your file will first make contact with the soft metal. It is much softer than brass. When you run your file through it, it almost feels as if you are filing through clay.

As your file strokes go deeper into the key, the file surface will make contact with the brass of the base key. The arrows in *Illustration 2*, point to the brass surfaces that surround the soft metal on both sides. It may be a bit deceptive, but filing against the harder brass surface may give you the sensation that you are removing less material than you actually are. Needless to say you will probably have to make some general adjustments in your impressioning techniques, if you decide to use Impress-Eze blanks.



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## Advantages of Impress-Eze Blanks

There are some fairly obvious advantages to the Impress-Eze blanks. One, of course, is its ability to mark clearly and easily. The other is that you know where to look for marks. Because the keys were milled in the spots where tumblers are located, the soft metal will be directly below the bottom tumblers in the lock. That means that marks should show up approximately in the center of each of the soft metal spots on the key.

The ability to mark easily is valuable for certain locks that are especially awkward to impression. In *Illustration 1*, one of the bottoms pins illustrated has a wide flat on the bottom of the pin, where it makes contact with the key. It is difficult enough, at times, to get a viewable mark from a pin that is pointed at the bottom. Getting a useful mark from a pin with a wide flat at the bottom can be a nightmare. Because of the soft metal, it is amazing how clear the marks are from the flat pins. We were able to get very clear marks while impressing a Weiser lock that had flat bottomed pins. In *Photograph 2*, you can clearly see the marks in all five tumbler positions. Because of the tumbler shape, there are two marks in each position on each side of the flat surface of the pin. The flat surface itself, doesn't really generate the visible mark.

## Disadvantages

For some people, certain advantages of the Impress-Eze blanks might be considered disadvantages. The ability to mark easily can also be a problem. As you develop your impressing skills, you develop an eye for certain types of marks and a file stroke technique that takes off a predictable amount of material per stroke. The softness of the key surface will unquestionably affect both. When you get good at something, you often go into auto pilot mode. That means you can do it without thinking about it. Some people may find it very difficult to change modes and techniques switching back and forth from standard impressing to Impress-Eze impressing. They are two similar but different techniques.

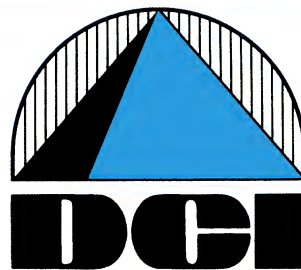
You may choose to stay with standard impressing for most locks, and reserve the Impress-Eze

blanks for particularly difficult locks. After all, these keys are available in a fairly limited variety, at this point in time.

Another consideration is price. Each of these keys is about \$5 each. If you can't adjust to impressing with them, at that price you're just throwing money down the drain. Your arithmetic may also tell you that you can buy a brass key for one twentieth of the cost, but that is not an accurate measurement of value. If these keys don't improve your success at impressing, yes, it's a waste of money for you. But, if you

can't currently impression because you can't see the marks, and Impress-Eze are very effective for you, the extra cost will be an investment, not an expense.

My suggestion for anyone interested, is to try a few of the Impress-Eze blanks first. Also remember, that you will have to make some changes in your impressing technique, to give them a reasonable chance. If they work for you, it may turn out to be one of your smarter investments. For more information, contact Lockmasters at: (800) 654-0637. **TNL**



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# everybody *wants* a Discount

by  
**Bob DeWeese, CPL**

**A**nyone who is new to this industry, will soon discover that there are customers who will do just about anything to get away with paying less than full price. This month we'll take a look at the "Security Bargain Hunters" and their various methods of operation.

#### **The Add-on:**

This is when the customer waits until you finish adding up his bill, then decides that he'll take those duplicate keys (that you suggested ten minutes ago) after all, in the hopes that you will either forget or just not bother to add them to his bill. While it may not be done on purpose in some cases, I'd be willing to bet that most of the time they know exactly what they're doing. My first few years in the business, I used to fall for that one a lot.

#### **The Poor Mathematician:**

This is the guy who repeatedly changes the scope of the work and expects you to be able to rattle off prices off the top of your head. Every time you give him a price for something else he will come back with a total, in question form... and it will ALWAYS be low. For example: You: That will be a forty dollar service

charge, twenty five dollars labor, and thirty five dollars for the lock. Him: So, about ninety bucks right? If you slip and say yes, he's got you. He'll swear up and down that the price you told him was ninety dollars.

#### **The I've Only Got:**

This one's pretty much self explanatory. You tell him fifty and they tell you that they only have thirty five on them. This can be side-stepped by telling them that you'll be happy to follow them to the closest ATM. Trust me. Seventy percent of the time, you won't have to follow them anywhere. The money is already in their pocket.

#### **The Poor Mouth:**

Play this one by ear. I'd hate to have some little old lady eating cat food because she had to pay me her last seventy bucks to let her into her house. (How'd you like to have that come up in conversation when your checking in at heaven's gate.) Then again, this might be one of those little old ladies with two hundred grand stuffed into a mattress.

#### **The I can send you lots of business:**

I wish I had a buck for every time a

customer looking for a price break, told me about all the work he could send my way in the future. In fourteen years I can only think of a handful of times when these promises ever panned out. Sometimes it seems like everyone who calls a locksmith is under the impression that they are worthy of a discount. Their reasons are endless. "My friend owns a body shop." "I work for a Realtor and they're always calling a locksmith." And my all time favorite; "I drive a tow truck and I can call you whenever I can't get into a car myself."

I'm always curious, If they have so much lock work to bargain with, who's been doing this lock work up until now, and why did they call him instead of me?

#### **The Robot:**

Once, on a commercial job, I had the nerve-racking experience of dealing with one of those customers who keeps adding to the things that he wants you to do, all the while expecting you to keep him apprised of the running total as you go. What made this particular experience stand out from the rest was that every time I would tell him a price for ANYTHING,



his immediate response, every time, without fail, was either "Is that my price?" or "What's my discount?" It was like he was programmed by one of those subliminal message tapes. I had never met this guy in my life, but for some reason, he truly believed that he was entitled to a discount.

**S**enior Citizens are another group who think that they are (regardless of their financial situation) entitled to a discount simply because of their age. If I offer a senior citizen discount, I must give it to all senior citizens, even the ones who have more wealth than I will probably see in my lifetime. If I'm doing work for an elderly person whom I feel really doesn't have a lot of money, I'll usually do something like knock a little off the bill, give them the duplicate keys for free, or fix something extra "on the house."

The ultimate bargain hunters are the people who already know you. If you ever want to know how many "friends" and "relatives" you've got, let word get out that you're a locksmith, especially if it's your company. Owning your own locksmith business brings every obscure relative and acquaintance out of the woodwork, even better than putting in a swimming pool.

**E**verybody wants you to do them a "favor", from the cousin (whom you've neither seen nor heard from since a wedding about ten years ago,) who's locked his keys in his car at 1:00 in the morning, at some bar on the other side of town, to the friend who has a sister, who's boyfriend's brother's friend lost the keys to his "Vette." Not only do they want a discounted rate, but they are somehow under the impression that you should be falling all over yourself to thank them for the work.

Here are a couple of incidents that remain burned into my memory.

**Situation One:** Niece expects (not wants, expects) Uncle Locksmith to drive to the other side of the city to let her boss into his car at no charge, so she can score brownie points.

**Situation Two:** Very good friend's wife calls and says, "Remember when I did you a favor and you said you owed me one? Well I owe So-N-So a favor and he needs his locks changed. Can you do it for him for free and just consider us even?" (No. I'm not making these up!)

**Situation Three:** A guy you know from the old neighborhood, locked himself out of his business and when you give him the price, he comes off with, "Man, I thought you were my friend?"

Friend? The last time I heard from him was three years ago, (ironically, he needed a locksmith then, too).

When it comes to doing work for friends, I've pretty much divided them into four basic groups.

**A Third To Half Off Friends:** These are people that you really like. Friends and relatives that you are in constant communication with. Depending on how much you like them, you may choose to extend this category to their immediate family, like mother, father, son and daughter. (Siblings living outside the home are optional.)

**Twenty Percent Off Friends:** These are people who aren't really "close friends" but you do know them well enough that you don't want to insult them by saying, in essence, "You ain't nobody to me." A token twenty percent is usually enough to keep them from talking about you behind your back.

### Pay What Everybody Else Pays

**Friends:** At the top of this list are people you've given a break to and then later down the road when you needed them, they charged you the rack rate. Also included in this category are people that in the past you've given a sweetheart deal to and they still cried about the price, and the "friend of a friend of a friend."

### I'm Too Busy, Call Somebody

**Else Friends:** This is everyone from the guy who wants to do something that borders on the illegal and he thinks that he has a better chance with you because "you know him." to the locked out neighbor who you just know, had your car ticketed a couple of years ago, that weekend that you were dropping a new motor into it on a public street.

**T**hese are just a few examples of ways that people will try to take advantage of you in the course of doing business. There will be times when you will give someone a discount. There will probably be times when you will do or give something at no charge. Just make sure that it's because you want to, not because you were tricked into it. **TNL**



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# Let's talk about Licensing Part 2



by  
**Dee Bucha,**  
CPL

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## If locksmiths seek licensing under the existing PI statute, life will change in several ways. Here's why.

---

**T**he discussion is about licensing, and the second half of the discussion is about the specifics of licensing. In fairness to both sides, I talked to alarm specialists who are licensed in the state of Texas, and to a representative of the licensing staff. I also had a preliminary discussion with the duty lawyer at the state attorney's offices in both Texas and Louisiana. So much of the information is a compilation of several conversations and the licensing information included here pertains only to the PI license in the state of Texas.

If locksmiths seek licensing under the existing PI statute, life will change in several ways, say licensed businessmen in this state. In an interesting side note, these gentlemen (and one woman) prefer to remain nameless. All stated they would be "extremely uncomfortable" having their names and words scattered around the country. (I can't speak for anyone else, but such discomfort raises the hair on the back of my neck and convinces me further that government control may not be my

favorite thing.) So, here, often in their own words, are their opinions, as they shared them with me.

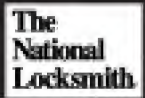
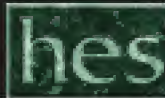
**U**nder licensing by the state, education is mandated. When tested, (under existing law) you will be tested on legal issues that govern private investigators. You will not be asked to prove your ability to perform the technical points of a chosen profession. In short, your proficiency and professionalism are not issues. In all fairness to the licensing body, an Advisory Committee on Educational and Licensing Standards was appointed several years ago, and is chiefly comprised of a cross-section of Security Professionals. (Since this article deals with licensing, information on education has not been thoroughly researched.)

Businesses licensed under the PI statute, pay either \$225 and \$340 a year for a license, plus \$25.00 every two years per person. That variance will depend on whether a person is licensed for a single profession, or is covered for two professional

categories. Sounds cheap enough, until you get to the fine print.

Remember mandated education? That's extra; not only for yourself, but for your employees. Everyone is required to have 12 hours of classroom time, each two year period. Employers bite the bullet for classes, travel and related costs. And remember that when an employer, or his employees, are in the classroom, someone isn't generating income. Two licensed members of the alarm industry had differing opinions on the "real" cost. The first, located far from any city of size, estimated that education costs added roughly \$2000 a year per employee to his existing overhead. Another, who resided in a large Texas city, figured each employee added \$1000 in "hidden" overhead. These differences obviously exist due to distance of travel for schooling and testing.

**N**o one in his right mind could possibly object to education, and existing, licensed businessmen are no exception. They want and encourage



education, but object to mandated classes which have little bearing on how employees earn money. Keep in mind, too, that employers usually provide "unmandated" education for employees, through in-house or classroom training by certified instructors. Such education must be "board approved" and our association, factory and wholesaler-sponsored training sessions may not qualify as legitimate training.

Then, there's insurance. When all the bodily and personal injuries, aggregates, liabilities and etceteras are added in, it is possible some of you may be expected to carry a cool million dollars worth, whether you wish to or not. This section of the law alone can add hundreds, or thousands of dollars to existing overhead, depending on how much and what kind of insurance presently carried. A mom-and-pop shop tells me their liability may cost an approximate \$500.00 to \$1000.00 per year under current licensing. One shop with nine employees pays well over \$5000.00 per year. You will have to provide an insurance agent with annual receipt figures and employee information.

**D**itto, for surety bonds, except that here you have a choice. You can either shell out the proscribed fees in a manner approved by the licensing board or you can opt to post \$10,000 cash, which will be held by the State of Texas, in lieu of such bonding. The surety bond, is, however, a bargain, an annual fee of \$100.00 per year.

You will agree to a background check and fingerprinting. This is not a choice, it is the law. Proponents will tell you if you have nothing to hide, you should have no objection. (May we then presume that if you do have something to hide, you have already been fingerprinted?) Opponents value their privacy and ask in rebuttal, "Whatever happened to presumed innocence? It appears the state now wants fingerprints before any crime is committed." Critics want to know why background checks have been made the private domain of the state. It must be noted that fingerprint cards are available at all local police departments and an employee can voluntarily submit to this procedure.

The paper-mill zone will either keep you busy for several extra hours a week, or you can hire a person to perform the necessary forms and reports, freeing yourself to do what

you most want to do: generate income. Speaking of forms, just any form won't do. The licensing bureau really prefers that you use the standard (compulsory?) board approved forms. They have, of course, made those forms available to applicants for a fee.

**F**ees and fines are firmly established. Some shop owners find it inordinately funny that "menu" exists for fines. For example, there are at least nine \$200.00 fines on the menu. Among these are violations such as operating without a manager/supervisor, failure to maintain names of corporate officers with the Board and failure to submit minutes to the Board electing new officers. Fines of \$100.00 are listed for more than 20 violations. One example is failure to provide required consumer information to consumers. (They don't mention what information is required). There are only three \$50.00 violations and a single \$25.00 violation on the menu that I currently have.

Critics of this "menu of fines" wonder if this method may be the wave of the future for crime. As one rather witty lady marveled, "I can see it now. Theft, each case, \$1000; robbery with assault, add \$500 per bruise and \$1000 per fracture. Murder, \$10,000 per life; with malice, an additional \$100 per evil thought. Maybe they'll give discounts for volume..."

"Oh, well," say the advocates, "a few rules never hurt anyone." I can live with rules. We all can. We all do. But, let's examine a paraphrase from a lawyer answering a question regarding a registered trade: "The statute (meaning license/regulation) does not recognize people by what they're called; but rather by what they do. And, of course, the statute isn't rigid; it changes about every two years." Once we've waded through that, you will understand that you may know what the rules really are and even if you do, they're subject to change.

The people who bring these changes about are called, rather loosely, "the board". The Texas board consists of 8 members: two ex-officio members, one automatically the head of the Department of Public Safety, and the other an appointment from the State Attorney's office. Six members are appointed by the Governor. Three of these six members are from the private sector, meaning they are not

necessarily involved in the security business. Two are chosen from the ranks of the private investigators or other security fields. The remaining choice is an owner of a business involved in security.

According to discussions with various members of the licensing staff, (there are 44), there are "somewhere between 4000 and 5000 companies licensed under the bill and an estimated 160,000 individuals." Using the median figure of 4500 companies that's a yield of \$1,012,500 of income for the state. Using the figure of 80,000 (half of 160,000 due to the every two years rule) you'll find an additional 2 million dollars worth of revenue, at a minimum.

Many alarm specialists and most state officials will tell you licensing is all about the security of the public. It's about handling complaints efficiently and effectively. Mandated education and insurance are "for your own good". It's a method of allowing government to help you and your customers. It's an excellent way of "cleaning up your act" and keeping the incompetents and undesirable out. Interesting that for those first two rules we already have established offices and procedures by way of legal avenues and a state agency called Consumer Protection. Fascinating that the political rule of thumb being talked around the country is smaller Government. Amazing that in the final analysis, the private sector is barred from restraint of trade and asking employees personal questions. This latter, is, of course, the result of too much government.

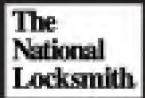
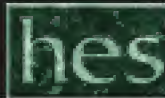
**W**e might well wonder whether or not licensing is about protection of the public. It appears to be about control. It is undeniably about money. All revenues generated through licensing enter the general fund for the state of Texas.

One would suppose with a large influx of new people falling under licensing, (should it be accepted by or forced on locksmiths) costs would go down. But, no. The rationale is that now there are more people to regulate, so costs, (heartfelt sigh) will probably...yes, you guessed it...go UP.

So, what does one do? Give in to the inevitable?

If it were up to me I'd say no. There are other approaches. One is self-government, but quite frankly, I





don't believe locksmiths are up for it. It would demand an enormous amount of time, effort, soul-searching, compromise and cash. It would entail locksmiths sitting down, setting guidelines, formulating essential requirements, and establishing methods that everyone can accept and agree on. This could include detailed planning and discussion on education, registration, professional qualifications and other equally unsettling decisions. It would, of necessity, entail the assistance of a lawyer. With no criticism intended, most locksmiths are deeply involved in earning money and do not have the time or training to complete these demanding tasks. Most are not willing to contribute the necessary funds to hire professionals to do it for them, either.

**T**hese are just some of the reasons we stand at the present crossroads.

To those leaders among us who say we have no choice, I must respond that such a statement is an inference that you do not accept democracy. Do we need leaders who do not believe in democracy? We are locksmiths, not lemmings! If it's all the same to you I'm going to take a

close look at that cliff you're asking me to step over. It's a long way down and sudden stops can be pretty damaging, if not downright lethal.

To those who say we are not a recognized profession, I say "Horsefeathers and folderol," (and other words less polite). If we are not recognized, why have our associations been granted tax exempt status by the IRS and the Secretary of State's offices? Among those of us who are incorporated, why are we registered with the state? Why do we collect and mail in taxes to the State Comptroller's offices under the shop name XYZ Locksmith? How many of us have paid our fees to establish our DBA credentials? Why do we list our profession as locksmith or security professional on our income tax returns? I have yet to receive a refund from any of these state or federal offices, with a letter assuring me they can't accept the funds because my profession is not recognized. Since I love challenges, if it were me, I'd take the contributions for seeking licensing, hire a good attorney and insist locksmiths be exempt from the existing license.

For good measure, I would cheerfully sponsor a one-week stand down by all locksmiths in the state. Voluntary, of course. For a full week, I would close my store; refuse all service calls (save those endangering the life of a child or pet) and refer all my calls to the burglar alarm specialists. At the end of that week I would carry my plight and my position against licensing to the media.

**I**f locksmiths feel they are being forced into licensing against their will, they should say so. Are we too tired, too busy, or just too lazy to exercise the democratic process and voice our dissent to a state who's very existence is owed to radical, independent people who preferred death over a loss of personal freedom?

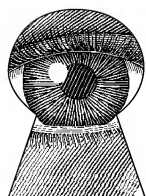
Perhaps the truth is that locksmiths would prefer to give up more of their personal and business freedom, or are they weary of battle? If that is the case, do nothing. It will take care of itself in the inevitable way, and many of our security stores will go down, victims of big brother and big business. **INL**



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# THRU THE KEYHOLE



## A Peek at Movers & Shakers in the Industry

**ATTENTION MANUFACTURERS AND DISTRIBUTORS:** Would you like your company and products to be profiled in *Thru The Keyhole*? Please call Managing Editor, Greg Mango at (708) 837-2044.

### Silver Sales Implements 24-Hour Personal Hotline

Capitalizing on a tradition of four generations in the locksmith supply industry, Silver Sales is implementing a 24 hour personal sales, service and a technical assistance hotline.

"A locksmith doesn't necessarily need the product or the technical assistance between 9 and 5," explained Bill Silver, Vice President of Silver Sales. "With today's communications technology, we can be available any day, any time, anywhere to answer questions or take orders. The reason we exist today is because we can provide both the product and assistance the locksmith needs and now we can do it 24 hours a day," he said.

Silver Sales, a full-line distributor for Sargent & Greenleaf, Hager/Roton Hinges, OSI Omnilocks, Simplex/Unican, and American Lock, becomes one of the first distributors of its size to offer the 24 hour personal assistance and order line. And, according to Silver, if an order is received by 8p.m. central time, Monday through Friday, it can be shipped for next day delivery. Silver Sales has no minimum order for its service, and payment can be on Mastercard or Visa.

According to Silver, the strength of the company is in its size. He said that the company has elected to be the master of a few product lines, stocking deep and keeping current on product developments.

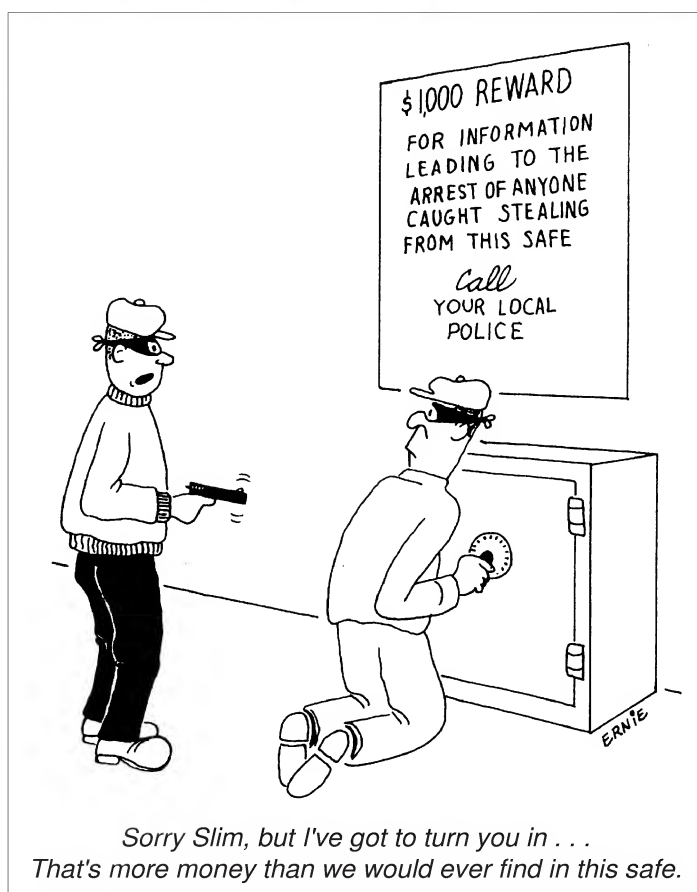
We are a small family owned and operated business. When the phone is answered, it will be answered by a



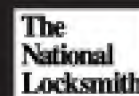
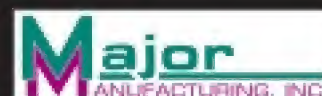
"Silver"...someone who cares and appreciates every call. Our customers are our friends. Our future customers are our friends to-be", Silver said.

Silver Sales has been in business serving the locksmith for almost 15 years, operating out of a 4000 square foot facility in Plano, Texas. The company can be reached through its toll free number for orders or technical assistance at 800-258-5625, by fax at 214-618-1897, or through E-Mail at biljudsil@aol.com.

TNL







# KEY CODES

## GM Code Series continued AA00-A999

### HPC 1200 CM

Code Card - CF215

Cutter - CW1011\*

Stop - 1054R Tip Stop (Ford 10-Cut)

### Framon

Cut start - .216"

Cut to cut - .092", Spacing Block #3

Cutter - FC8445

Key Clamping - Lay spacing clip

F2MS552 flat on left side of vise and align from tip.

### Curtis

Cam - GM6

Carriage - GM6A

### KEY BLANKS

B&S 5995936

Silca GM37(EP)

Curtis B82

Ilco P1102

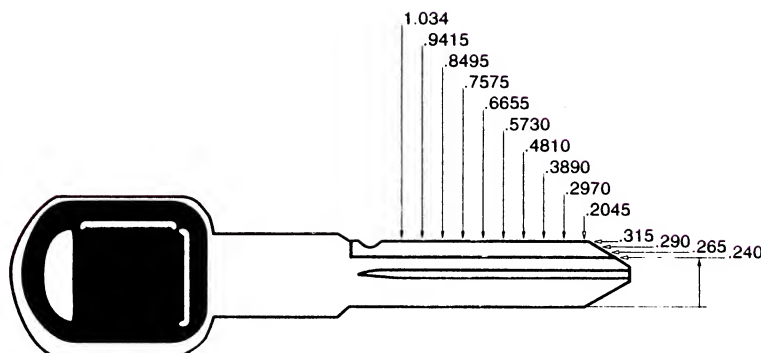
Jet B82(PH)

EZ B82

ESP B82

Spacing and Depths using  
Universal Micrometer  
Card #58.

|    | Spacing | Depth |
|----|---------|-------|
| 1  | .1850   | .315  |
| 2  | .2775   | .290  |
| 3  | .3700   | .265  |
| 4  | .4625   | .240  |
| 5  | .5550   |       |
| 6  | .6475   |       |
| 7  | .7400   |       |
| 8  | .8325   |       |
| 9  | .9250   |       |
| 10 | 1.0175  |       |



Key  
Profile

|      |            |      |            |      |            |      |            |      |            |      |            |
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## GM Code Series continued

### AA00-A999

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## GM Code Series continued

### AA00-A999

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| AG10 | 1122133424 | AG70 | 1122433422 | AH30 | 1123124432 | AH90 | 1121223312 | AJ 50 | 1123133234 | AK10  | 1123344324 |
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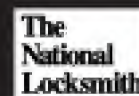


## GM Code Series continued

### AA00-A999

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| AK23 | 1123121344 | AK83 | 1123221344 | AL43 | 1123122343 | AM03 | 1121344222 | AM63 | 1123313212 | AN23 | 1122323112 |
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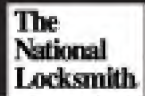


## GM Code Series continued

### AA00-A999

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| AN93 | 1121232442 | AP53 | 1121134334 | AR13 | 1122433213 | AR73 | 1121224424 | AS33 | 1122421213 | AS93 | 1122132443 |
| AN94 | 1121342234 | AP54 | 1122432112 | AR14 | 1122131244 | AR74 | 1121234243 | AS34 | 1122312433 | AS94 | 1121332244 |
| AN95 | 1123213432 | AP55 | 1122422443 | AR15 | 1121133432 | AR75 | 1123313442 | AS35 | 1122443113 | AS95 | 1123312243 |
| AN96 | 1122322442 | AP56 | 1123231324 | AR16 | 1122323134 | AR76 | 1123232112 | AS36 | 1123213134 | AS96 | 1122133434 |
| AN97 | 1122434313 | AP57 | 1122422313 | AR17 | 1121334313 | AR77 | 1121344322 | AS37 | 1121243123 | AS97 | 1122311332 |
| AN98 | 1122433124 | AP58 | 1122443324 | AR18 | 1122433134 | AR78 | 1122332423 | AS38 | 1123223242 | AS98 | 1122311232 |
| AN99 | 1121321344 | AP59 | 1122421312 | AR19 | 1121323432 | AR79 | 1123122443 | AS39 | 1123244233 | AS99 | 1122344324 |
| AP00 | 1123313313 | AP60 | 1123123312 | AR20 | 1122312423 | AR80 | 1121132334 | AS40 | 1123344213 | AT00 | 1121213243 |
| AP01 | 1123242442 | AP61 | 1121243244 | AR21 | 1123313133 | AR81 | 1122422312 | AS41 | 1123133224 | AT01 | 1121343244 |
| AP02 | 1123421313 | AP62 | 1123421344 | AR22 | 1121243133 | AR82 | 1122312243 | AS42 | 1123121232 | AT02 | 1122313344 |
| AP03 | 1121323123 | AP63 | 1121332213 | AR23 | 1121124232 | AR83 | 1122422444 | AS43 | 1123311334 | AT03 | 1122332132 |
| AP04 | 1122423133 | AP64 | 1121313343 | AR24 | 1121344243 | AR84 | 1123323442 | AS44 | 1121213323 | AT04 | 1121343134 |
| AP05 | 1123221243 | AP65 | 1123323424 | AR25 | 1123133134 | AR85 | 1123121334 | AS45 | 1121321343 | AT05 | 1122332422 |
| AP06 | 1123244242 | AP66 | 1123344224 | AR26 | 1123311324 | AR86 | 1121132234 | AS46 | 1123242213 | AT06 | 1123321123 |
| AP07 | 1123232434 | AP67 | 1121233422 | AR27 | 1122343242 | AR87 | 1122324313 | AS47 | 1122123124 | AT07 | 1121242233 |
| AP08 | 1122443122 | AP68 | 1123322342 | AR28 | 1122434243 | AR88 | 1122433423 | AS48 | 1122422113 | AT08 | 1122134422 |
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| AP10 | 1122113344 | AP70 | 1121242443 | AR30 | 1122342334 | AR90 | 1123134342 | AS50 | 1123212213 | AT10 | 1121244213 |
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| AP13 | 1123343422 | AP73 | 1121324423 | AR33 | 1123211233 | AR93 | 1123324233 | AS53 | 1121342434 | AT13 | 1122123132 |
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| AP15 | 1121242332 | AP75 | 1121331332 | AR35 | 1121232313 | AR95 | 1121244322 | AS55 | 1121324434 | AT15 | 1122342342 |
| AP16 | 1122134213 | AP76 | 1122324432 | AR36 | 1122343424 | AR96 | 1122433212 | AS56 | 1122313242 | AT16 | 1122321342 |
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| AP26 | 1122443132 | AP86 | 1121124323 | AR46 | 1122421242 | AS06 | 1123323213 | AS66 | 1122432113 | AT26 | 1122321232 |
| AP27 | 1121334212 | AP87 | 1122332134 | AR47 | 1123123212 | AS07 | 1123321312 | AS67 | 1121334423 | AT27 | 1121332422 |
| AP28 | 1123231132 | AP88 | 1122434312 | AR48 | 1122443422 | AS08 | 1122331332 | AS68 | 1122313233 | AT28 | 1122431334 |
| AP29 | 1123211244 | AP89 | 1122334423 | AR49 | 1123212443 | AS09 | 1123133213 | AS69 | 1122133242 |      |            |
| AP30 | 1122313234 | AP90 | 1122423313 | AR50 | 1121232424 | AS10 | 1122132422 | AS70 | 1121231222 |      |            |
| AP31 | 1123133212 | AP91 | 1123233213 | AR51 | 1121243222 | AS11 | 1122132342 | AS71 | 1121243424 |      |            |





# The Three R's Of Safe Work

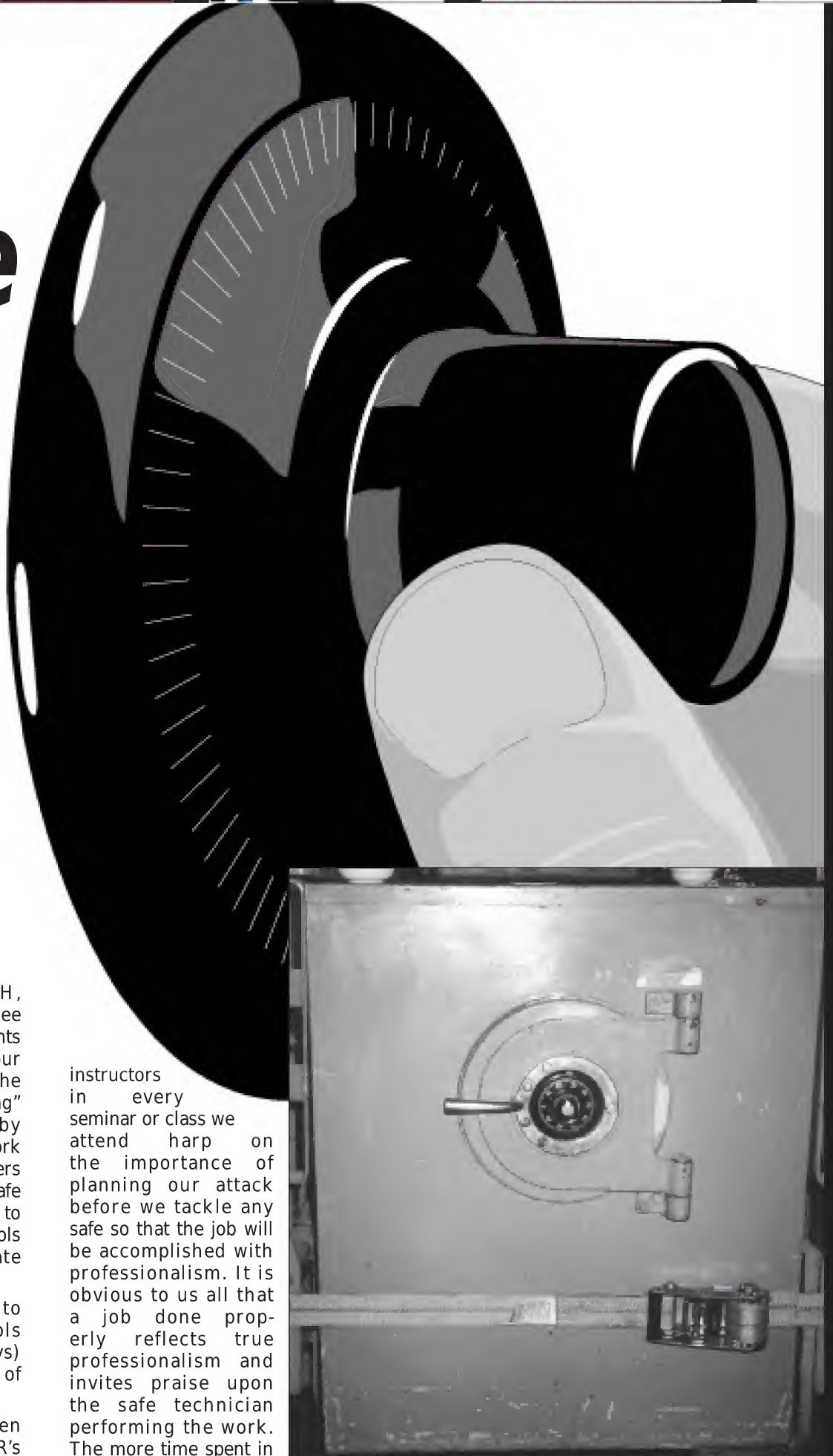
by  
**Charles Stephenson**

**R**ESOURCES plus RESEARCH, equals REVENUE. These three R's of safe work are the key elements by which we all live throughout our safe work careers. Resources, or the ever popular buzz word "networking" provides the first opportunity by which we get stung by the safe work bug. Resources are also the providers of the tools we use to do our first safe job and by which we will continue to do safe work until the arsenal of tools build up so that we can operate independently.

Revenue, is what allows us to practice our trade, buy our tools (some would describe them as toys) and continue to bask in the light of independence year in and year out.

There is much which has been written about the above mentioned R's, but I want to concentrate on the second R, and that is RESEARCH. The

instructors in every seminar or class we attend harp on the importance of planning our attack before we tackle any safe so that the job will be accomplished with professionalism. It is obvious to us all that a job done properly reflects true professionalism and invites praise upon the safe technician performing the work. The more time spent in research and creating a personal reference



**1. After several possibilities were considered, Herring-Hall-Marvin was the unanimous choice.**



*Continued from page 188*

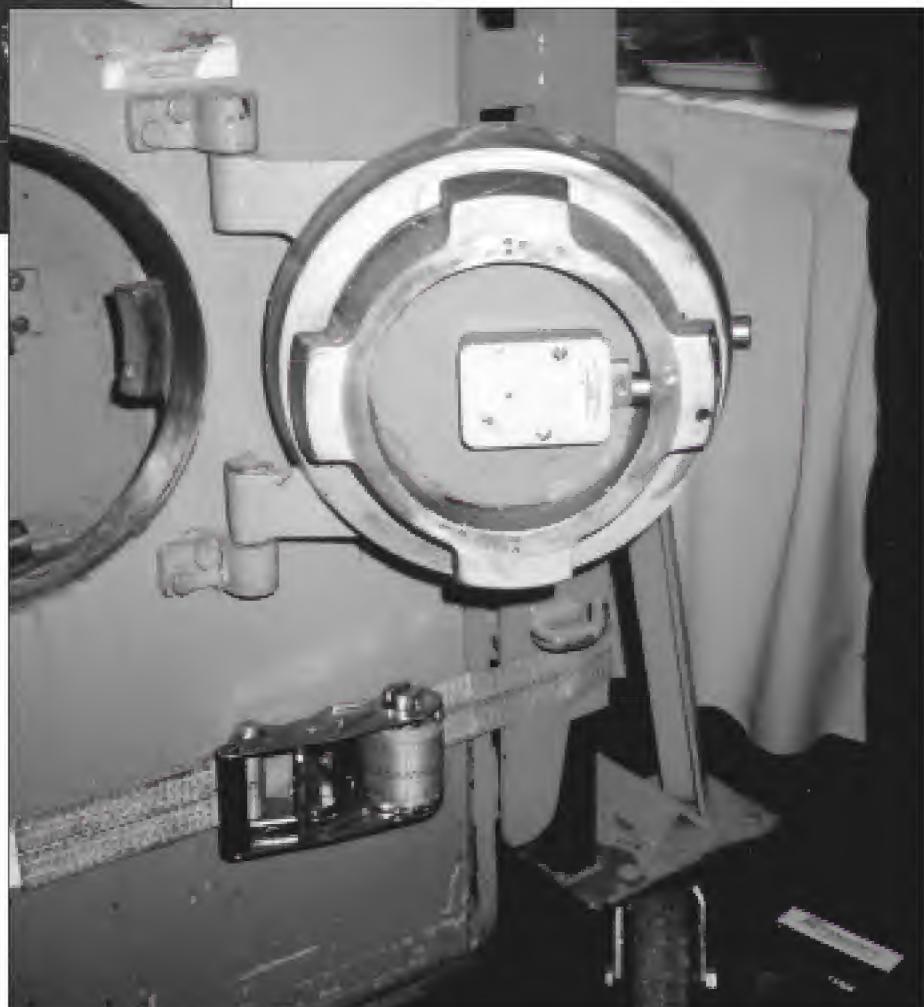


**2. The work progressed as easy as hand drilling, scoping the progress and drilling the fence.**

library, the more professional the results will be when performing safe work.

Research is nothing more than the careful and systematic study in your field of knowledge. During your hours of research, you must remember not to trust your memory but instead document and file all the information you deem worthy as a future reference. These clippings, copies, articles and notes will be filed by manufacturer's name and even broken down further to file by model name and number.

The first object for research I want to discuss is a subscription to a quality trade journal or two. The price of the subscription will seem cheap once you realize how many priceless references you collect in twelve months. Articles appear each month on new safes and safe locks as well as stories by other technicians relating their experiences in opening some of the popular and not so popular safes around the country. The advertising and classifieds alone are worth the price of the subscription. The fact you are reading this article shows you



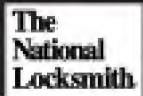
**3. You can see the right hand lock mounting attached to a single door locking bolt.**

currently have access to a powerful research tool

Membership in one or more associations will bring you monthly meetings, conventions, trade shows,

bulletins, magazines, swap meets and other opportunities to collect information on locks and safes. The most important benefit to membership is the fellowship with other professionals. These members are





Continued from page 190



**4. Our research indicated the safe in front of us was a Reliable.**

also among your resources to be researched and recorded. Who better than a seasoned veteran to call upon when in need of sound advice?

The creation of your own library will be sped along if you are fortunate enough to locate a safe technician who is relocating, retiring or otherwise willing to sell his personal notes and references. This source of information often provides invaluable information on a more localized basis. These notes usually detail particular safes in use by local businesses and individuals so as to provide a history and often-times prospective customer base.

Another area to research thoroughly is the catalogs from manufacturers and distributors. The catalog from a safe company with personal notes entered by you during a conversation with a dealer, company representative, distributor or the manufacturers customer service department can prove to be the key to quick and clean servicing or opening.

A few manufacturers and distributors such as LaGard and Lockmasters, provide catalogs which are as much a reference manual due to the exploded drawings and technical tips they contain.

The last area I want to recommend for you to research is the outstanding reference books produced by Ed Willis and *The National Locksmith*. The Ed Willis Illustrated Safe & Vault Manuals, are divided into two volumes, with volume II devoted to high security safes. *The National Locksmith* publishes Dave McOmie's Guide to Safe Opening, which spans eight volumes, with two volumes dedicated to high security safes. Plus Dave's new *Penetration Party* book. All of these books may be purchased over a period of time to ease the initial "sticker" shock.

If you are not convinced of the value of good references, let me relate two recent safe openings. They both took place in Eau Claire, WI in

October, 1995 at a safe opening seminar in which I assisted Mark Miller in instructing and hosted by the Wisconsin Indianhead Chapter of ALOA.

The first safe invited quite a bit of discussion as to the manufacturer, and there may have been some good humored bets placed on the side as to who was right. The research in the books available had revealed several safes that resembled the one in *Photograph 1*. The group was evenly divided into three opinion groups; first were those who voted that the safe was a Mosler old style lug door. The second group favored a Diebold safe with its lock mounted on an angle and attached to a single locking bolt, and the third group was confident that Herring-Hall-Marvin was the manufacturer, retrofitted with a S&G 8400 mounted right hand.

The third group provided so many positive points when comparing the safe with the photographs in Dave McOmie's Guide to Safe Opening Volume I, that the others agreed to allow the first hole as an attack on the fence. It proved to be the correct choice and the work progressed as easy as hand drilling, scoping the progress and drilling the fence. (See *photograph 2*)

With the door open, you can see the right hand lock mounting attached to a single door locking bolt (See *photograph 3*.)

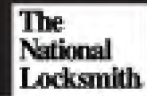
The value of photographs was proven to all in attendance with the Dave McOmie books during the research on the HHM safe. The Ed Willis manuals proved the value of accurate line drawings in our next safe opening.

Our research indicated the safe in front of us was a Reliable which was built in Covington, KY circa 1897. *Photograph 4*, shows the uniqueness of the dial and handle, so the owner wanted to save them if possible. This would make a nice office safe for the owner and certainly a great conversation piece.

The group was unanimous in opinion on this safe not to harm the dial or ring unless there was no other way.

As luck would have it, the lock was of the open variety so we could drill outside the dial ring and use a scope to align the gates under the fence and provide another clean opening. The





5. The Ed Willis illustrated drawing used to open the Reliable.

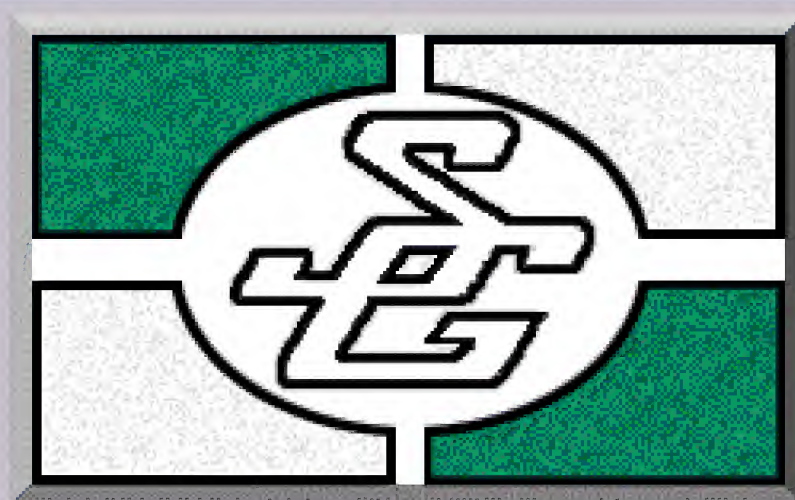
**Continued from page 192**

group used a drill point locator over the line drawing by Ed Willis to find the most appropriate location for a drill entry.

This information was transferred to the front of the safe door and a simple 1/4" hole was drilled by hand to gain access to the interior. *Photograph 4*, shows a drill bit inserted in the hole. The scope was inserted, the wheels dialed to park the gates under the fence and the handle rotated 80 degrees clockwise to open the door.

This lock has its lever mounted on the linkage which is attached to the bolt carrier bar. When the gravity drop fence falls into the wheel gates, it also falls into the gate in a cam which is located in front of the lock and attached to the handle arbor.

The thing that made this such a clean opening, is the fact that based upon the illustrated drawing shown in *Photograph 5*, the drill point was located and a 1/4" hole drilled where there is only 5/16" of clearance. This should convince anyone of the value of accurate references and thorough research. **TL**



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# TEST DRIVE



**Taking Industry Products for a Spin Around the Block**

## THE SAFEBOX

A new product is now being made available through your local CLARK Security Products distributors. It is the "Safebox" with an important difference and with many useful applications.

**PRODUCT:** The Safebox is an imported product from the Netherlands designed for mobile security storage.

**FEATURES:** The Safebox consists of a square steel security container with padded interior and a steel mounting chassis. The padded interior will keep valuables scratch free when in transit. The box interior is big enough to hold a large wallet, credit cards, spare keys, computer discs, jewelry, a small caliber hand gun or cash. Its ideal for service vehicles.

The Safebox is kept secure with a double sided cam lock that supports a double ended cam. Each end of the cam has a specific purpose. The hooked side of the cam keeps the lock box locked securely closed when in transit. There is a handy carrying strap to be used when transporting the Safebox from one location to the next.

**UNIQUE FEATURES:** The second and unique part of this system is the steel chassis that comes with the Safebox. This unit can be mounted anywhere and in any direction. The chassis accepts the locked box and holds it securely. To install the chassis, 4 phillips sheet metal screws are included with the unit.

**INSTALLATION:** To install the Safebox after the chassis has been secured, just slide the unit in until it stops, insert the key and turn the cylinder to the right. This will allow the locked box to slide further into the body of the chassis holder. When the Safebox

stops, turn the key back to the locking (key removal position) and pull the key out. Now, the lock box itself is fastened and secured in the mounted chassis, and in effect, double locked.

The beauty of this system is that additional chassis and mounting screws are available. This means the Safebox can be moved from place to place in a secure and locked fashion. The unit can be secured to the underside of a shelf in a office or home, a car, or a boat or plane. The included hand strap helps in removing the Safebox from the chassis after being unlocked.

**COMMENTS AND SUGGESTIONS:** The secret to security of this unit is to hide it as much as possible. Although securely made, the unit will not withstand brute force or serious picking. By hiding the chassis, security can be somewhat obtained. The box and properly

### DESCRIPTION:

The Safebox is for mobile security applications.

### COMMENTS:

Ideal for service vehicles, boats or RV's.

### TEST DRIVE RESULTS:

Well designed and constructed, the Safebox will fill a particular niche.

mounted chassis will withstand human hand force and will not easily be 'ripped off' without the help of hand tools.

Mounting the chassis is the secret. There are several screw configurations that allow the customer to attach the chassis under shelves, under the dashboard of a car, in a drawer, or in fact, anyplace with a flat surface. This unit provides a good place to hold valuables so the customer can be assured of knowing that an easy rip-off is not possible.

**WARRANTY:** The Safebox comes with a full 10 year manufacturers warranty against materials or workmanship.

**FINAL THOUGHTS:** The Safebox supplies a specific amount of base security that some customers will find attractive. Good workmanship and thought went into this Safebox system.

For more information on the Safebox contact: Clark Security Products at: 800-854-2088. **TL**

